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OFFICE OF THE NATIONAL RECOVERY ADMINISTRATION

DIVISION OF REVIEW

A STUDY OF OPEN PRICE FILING IN THE ELECTRICAL MANUFACTURING INDUSTRY

By

Willard L. Thorp and A. H. Caesar

with the assistance of

F. W. Powell

Volume I

WORK MATERIALS NO. 78

March, 1936

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U. S. Dept. of Commerce
2/23/38

F O R E W O R D

This "Study of Open Price Filing in the Electrical Manufacturing Industry" was made by Messrs. Willard L. Thorp and A. H. Caesar with the assistance of F. W. Powell.

This study is highly significant--not only because it breaks new ground in technique of analysis but also because it is the product of genuinely cooperative efforts of an industry and a governmental agency. Immediately following this Foreword will be found the statement of the cooperating industry committee.

Since the study breaks new ground it has seemed appropriate to mimeograph not only the analyses and the findings contained in the study proper but also elaborate appendices which are both work data for the study and mines of information with respect to the price practices of the industry.

While the authors modestly disclaim ability to guarantee the accuracy of the study, it is believed that the material was obtained from an accurate source and was accurately handled. No pretense has been made to finality; rather an effort has been made to secure such facts and present such material as will assist in the consideration of open price filing as an economic device.

The student of price filing will find other material of interest in Work Materials No. 67, Fertilizer Industry Price Filing Study, in Work Materials No. 76, Price Filing Under NRA Codes, and Work Materials No. 55, Price Control in the Coffee Industry.

At the back of this report will be found a brief statement of the studies undertaken by the Division of Review.

L. C. Marshall
Director, Division of Review

March 25, 1936

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NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION

155 EAST 44TH STREET, NEW YORK, N.Y.

March 16, 1936.

Dr. Leon C. Marshall, Director,
Division of Review,
National Recovery Administration,
Department of Commerce,
Washington, D.C.

Dear Sir:

In July 1935, you, as Director of the Division of Review of NRA, and Dr. Willard Thorp requested the Board of Governors of National Electrical Manufacturers Association to cooperate in a study of open price filing as reflected by the experience of the electrical manufacturing industry, and requested that a committee be appointed to cooperate with NRA in such study and to review the final report before publication.

The appointment of such a committee, with such authority, was promptly authorized by the Board of Governors, and the Committee has met with Dr. Thorp and Mr. A. H. Caesar on several occasions to review the procedure being followed and to assist in solving some of the problems with which they were confronted.

Today we have had the opportunity to review with Dr. Thorp and Mr. Caesar the text of the several chapters of the study, and particularly Chapter I, History, and Chapter XV, Conclusions.

Our comments are as follows:

1. We have welcomed this study of open price filing and the assembly of the factual data regarding the experience of a number of branches of the industry. Open price filing was not an unqualified success from any point of view. Whether the defects as they developed from month to month would have proved to be temporary, or whether they were of a permanent nature, cannot be determined on the basis of the experience of a year and a half. Some of the defects of open price filing were undoubtedly due to defects in the Code. Others were due to defects of administration both by the NRA and by the Code Authority, which might have been removed with additional experience of both. Others were due to

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lack of enforceability. Others were undoubtedly defects which accrued from human nature as it is found. This study has served to bring out the salient features of such defects and to serve not only as a guide for the establishment of public policy but also as a guide to the industry.

2. We wish to commend the objective nature of the study. It represents in full degree what from the beginning we understood to be the point of view of the Division of Review, namely, that the study was not designed to prove anything one way or the other, but rather to assemble facts in as brief a form as possible for such future use as may arise.

3. There are a good many problems on which no definite conclusions can possibly be reached, either by NRA or by the industry, without much more time than has been available, and there are even problems on which conclusions can be reached only by making certain basic assumptions.

4. The text of the study, as we have reviewed it, warrants fully, we believe, the position which we have taken since last July in desiring to cooperate with NRA in a study of one of the most discussed, sometimes highly praised and sometimes most condemned, devices developed during the effectiveness of the National Industrial Recovery Act.

5. It has been a pleasure to work with all of those in the Division of Review with whom we have come in contact in the course of cooperating in this study, particularly Dr. Willard Thorp and Mr. A. H. Caesar, who have borne the burden of a very difficult analytical task, which they have carried out objectively, cooperatively and intelligently.

Sincerely yours,

W. J. Donald

W. J. Donald, ManagingDirector

for the
COMMITTEE ON OPEN PRICE FILING STUDY.

F.C. Jones
Clarence L. Collens
A. G. Newton
S. L. Nicholson
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D.G. Phelps
B. M. Tassie.

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CHAPTER I. INTRODUCTION

A. HISTORY

The Code: The code of fair competition for the Electrical Manufacturing industry, was the fourth code to be approved by the President. Approved about six weeks after the signing of the National Industrial Recovery Act, it was the first code to provide for open-price filing. The exact code provision is as follows:

ARTICLE X.

"If the supervisory agency determines that in any branch or subdivision of the electrical manufacturing industry it has been the generally recognized practice to sell a specified product on the basis of printed net price lists, or price lists with discount sheets, and fixed terms of payment which are distributed to the trade, each manufacturer of such product shall, within ten (10) days after notice of such determination, file with the supervisory agency a net price list or a price list and discount sheet as the case may be, individually prepared by him showing his current prices, or prices and discounts, and terms of payment, and the supervisory agency shall immediately send copies thereof to all known manufacturers of such specified product. Revised price lists with or without discount sheets may be filed from time to time thereafter with the supervisory agency by any manufacturer of such product, to become effective upon the date specified therein, but such revised price lists and discount sheets shall be filed with the supervisory agency ten days in advance of the effective date unless the supervisory agency shall authorize a shorter period. Copies of revised price lists and discount sheets, with notice of the effective date specified, shall be immediately sent to all known manufacturers of such product, who thereupon may file, if they so desire, revisions of their price lists and/or discount sheets, which shall become effective upon the date when the revised price list or discount sheet first filed shall go into effect.

If the supervisory agency shall determine that in any branch or subdivision of the electrical manufacturing industry not now selling its product on the basis of price lists with or without discount sheets with fixed terms of payment the distribution or marketing conditions in said branch or subdivision are similar to or the same as the distribution or marketing conditions in a branch or subdivision of the industry where the use of price lists with or without discount sheets is well recognized, and that a system of selling on net price lists or price lists and discount sheets should be put into

effect in such branch or subdivision, each manufacturer of the product or products of such branch or subdivision shall within twenty (20) days after notice of such determination file with the supervisory agency net price lists or price lists and discount sheets, as the supervisory agency may direct, containing fixed terms of payment, showing his prices and discounts and terms of payment, and such price lists and/or discount sheets and terms of payment may be revised in the manner hereinabove provided.

"No employer shall sell directly or indirectly by any means whatsoever any product of the industry covered by the provisions of this Article at a price lower or at discounts greater or on more favorable terms of payment than those provided in his current net price lists or price lists and discounts sheets."

This provision differs from the "standard" price filing article which was later incorporated in the National Recovery Administration policy in the following particulars:

(a) The code authority through the supervisory agency was to act as administrator of the provision, collecting and distributing the actual price filings.

(b) A waiting period was included in the provision which was mandatory unless (a) the filing was coincidental to meet that of a competitor or (b) a shorter was authorized by the supervisory agency.

(c) The permission for short filing to meet competition, did not establish the competitor's filing as a limit of change, but authorized the filing of "revisions" without any restrictions. In actual fact, efforts were quite successful in preventing the literal interpretation of the provision, and coincidental filings were usually kept to the scope of the initiatory revision.

(d) The only mandatory distribution of the filings was to all known manufacturers of the specified product.

(e) The provision forbids sales at less than filed prices, but does not prohibit sales at more than filed prices.

(f) The fact that the last paragraph of Article X. stated that "No employer shall <u>sell</u> etc" covered various difficulties on enforcement due to varying interpretations of the word "sell". This was later overcome by the following amendment. Approved April 25, 1935.

Amendment:

ARTICLE X

CODE OF FAIR COMPETITION FOR THE
ELECTRICAL MANUFACTURING INDUSTRY

Amend the third paragraph of Article X by inserting after the word "shall", in the first line, the words -

"quote, bid, offer to sell, contract to sell or" so that the said paragraph shall read as follows:

> "No employer shall quote, bid, offer to sell, contract to sell or sell directly or indirectly by any means whatsoever any product of the industry covered by the provisions of this article at a price lower or at discounts greater or on more favorable terms of payment than those provided in his current net price lists or price lists and discount sheets."

Mechanism: Article X. provided that the various supervisory agencies should have final authority in determining that prices should be filed with respect to any product within their jurisdiction. The supervisory agencies were members of the industry, one to five in number, appointed by the Board of Govenors of National Electrical Manufacturing Association, usually upon the recommendation of the members of the group. In practice, the question of issuring any price-call was discussed at some meeting of the group or section involved, and recommendations were made to the supervisory agency with respect to the advisability of such a price-call, the scope of the price-call, and a preliminary mailing-list to be used for the initial call.

Each member subject to a price-call, was required to file a certain number of copies of his price lists, specified in the call, and sufficient to permit distribution to all participating companies. It was assumed at first that the collection and distribution of the price-fillings would be largely routine clerical work. However, the unexpected volume of filings and the number of technical problems which continually arose, made a larger and more specialized staff necessary, so that at its peak, it totaled eighteen persons. Of these, several were designated as executive secretaries for the different supervisory agencies, particularly those having a large number of price-calls and many manufacturers under their jurisdiction. These secretaries were individuals with some degree of experience in the industry. It still remained true, however, that the more troublesome situations were referred to the supervisory agency for solution. When the problem was one of enforcement, the agency which promised to be most effective within the entire code authority structure was utilized.

When a filing was received, it was noted in a card index in which each member of the group had a separate record. Unless a sufficient number of copies were provided, the filing was deemed incomplete, and the filer so notified. The filing was then checked to make certain that it

conformed to the price-call. If accepted, the executive secretary so notified the price-filing department and distribution proceeded automatically. If the filing was found to be inadequate, the executive secretary with held distribution and communicated at once with the filer. The stipulated number of copies was such as to permit the building up of a master file in the price-filing department, located at the National Electrical Manufacturers Association offices in New York City. This master file is the source of the basic data used in this study.

B. THE PRICE FILING STUDY

Inception. The problem of the usefulness and dangers of price filing had been a matter of great concern to the National Recovery Administration. Lack of experience with the device made it necessary to formulate policy and make specific decisions on the basis either of abstract reasoning or limited incidents in some few reported cases. Unfortunately, there was not sufficient observation of the various plans in action to build up a large body of experience during the life of the NRA as an administrating agency.

However, when the NRA metamorphosed into a research organization, it was felt that one of its most useful services might be to examine the record of price behavior in various industries which had had experience with the price-filing device. Because the electrical manufacturing industry was the first to adopt the device and also because of its importance among industries, its relatively long experience with price-filing was felt to be of particular significance. The National Electrical Manufacturers Association, which had acted as code authority in the industry, was approached concerning such a project. Immediately a committee of the association was appointed to cooperate with NRA officials and the price-filing records were made available for their study.

Procedure. Inasmuch as the files were all in New York City, an office was opened in the same building as the National Electrical Manufacturing Association office, and a staff proceded with the actual organization of the data. After consultation with the industry committee and examination of the data, seventeen units of the industry operating under separate price-calls were selected for detailed study operating the various conditions and circumstances existing in the industry.

While it was not possible to follow an identical procedure in every case, the normal operation was to prepare a tabulated summary of the price structure as it appeared on the original filing, company by company. A similar tabulation was prepared for the price structure at the final filings. A third tabulation, on a chronological basis, showed the series of changes by which was brought about the transformation from the first to the last filing.

In many cases, special tabulations were made in the hope that they might illumine certain specific points, such as changes in net prices for particular products, or differentials according to style and grade for some product which appears in many different specifications. These various studies have been analyzed and some tentative conclusions concerning the experience of specific groups are presented in the detailed chapters which follow. A final chapter attempts to draw some broader conclusions from the mass of detailed material presented.

Throughout the entire study, members of and individuals familiar with the industry have been most cooperative in helping to interpret or explain events or technical situations, although all too frequently, the history is unfortunately confused and largely a matter of personal opinion and prejudice.

PURPOSE OF THE STUDY

The purpose of the study was to determine the effect of Article X. (Open Price Filing) on the electrical manufacturing industry. It seemed important to determine the possibilities of the device as a method of eliminating certain forms of unfair competition, and as a means of assisting an industry to obtain the type of controls which are assumed to exist in a competitive market. Furthermore, it was hoped to define more clearly the technical procedures and administrative safe guards which appear necessary or desirable to assure the operation of the device in the public interest. From the point of view of the industry, it was hoped that the study might shed some light on its problems in the field of price.

C. CAUTIONARY COMMENTS

Despite the cooperative efforts of NRA and the industry, it is only fair to say that these purposes have been accomplished only to a slight degree. Many questions about price-filing remain unanswered. The fault lies in certain underlying conditions outlined below which must be fully recognized before the detailed reports are examined.

No Background. One serious difficulty was that no adequate information was available concerning the level of prices or the nature of the various price structures prior to price-filing. There is no previous bench-mark which can be used for comparison. In many instances, companies actually had no formal price structures in the pre-code days, but established prices for customers without any basic classification or uniformity of treatment. This was possible because of the lack of marketing information and the many special relationships between manufacturer and customer which had been developed. As a result, the original price-filing represented the first formal price structure for many companies in some of the groups, and obviously there is no possible way of comparison with the past short of actual study of old invoices. Many of the early filings obviously were prepared by individuals who had little or no knowledge of what a price list should look like or contain.

In other groups where the use of published price lists was customary, the pressure of the depressed state of the market had resulted in the development of special, variable and secret discounts so that the published price list was merely the starting point for the process of bargaining. Even in those instances where the original filings were printed lists dated several months prior to the price-call, there is no assurance that they represented in fact the prices which obtained.

This means that the original price-filing often started with price lists well above the selling prices which actually existed just prior to the price-call, or with a price structure which was in fact different from the previous practice of individual bargaining by the company which filed it. Of course, it frequently happened that industries were unable to support these first prices. Consequently, a price decline may appear to have taken place, although that decline may merely have brought prices back to the level at which they were before the first filing was made.

Brevity of Period. Although some of the branches of the electrical manufacturing industry operated under price-filing for as long as a year and a half, this interval is still an extremely short one for evaluating such an experiment. In many of the groups, major changes in structure took place, and there is no assurance that the process of evolution had run its course. Furthermore, some of the groups examined appear to have relatively inflexible prices, with changes only at infrequent intervals, if at all. In such instances, perhaps a longer interval might have been more revealing.

It was inevitable that in certain groups where the price situation was particularly chaotic, the early months of price filing would see many filings as the result of the new information about each other's policies suddenly made available to the mbers of the group. Until this process

of adjustment was completed, the behavior could hardly be taken as an evidence of the normal price behavior of the group under price-filing. In some groups, there was evidence that a relatively stable structure had emerged after an interval of considerable price-filing activity, while in others, there is no evidence that any appreciable degree of stability was ever accomplished.

Technique. More will be said later concerning the technique of price-filing. It began as an experiment with little in the way of experience. In many of the groups, the character of the filings both in form and definiteness, improved decidedly during the period. Likewise, improvements were made and might further have been made in administration which would have made the device more effective.

Enforcement and Enforceability. The record of enforcement was not a happy one. The industry was most diligent in its efforts to enforce the provision, but the National Recovery Administration did not give strong support, and the doubtful enforceability made them reluctant to take offenders into court. The result was a gradual disregard of the provisions in some branches of the industry. This is evidenced by the decline in the number of filings during the end of the period, and by the claims of the industry that many companies disregarded their filed prices with impunity.

Consumer Pressure. Certain of the potential benefits of price-filing, particularly those tending to reduce excessive differentials in functional or quantity discount, presumably come in large part from consumer pressure, based upon knowledge of how other consumers may be treated. The element of publicity is an important aspect of most price-filing theory, since there may be buying sellers as well as buying buyers. The code provision did not require distribution of information except to other manufacturers governed by the price-call. There is no evidence that consumers were refused data, but the fact remains that they did not seek or obtain it, and therefore this important aspect of NRA's standard price-filing procedure is absent in this instance.

Complexity of Sources. The period was one of tremendous change - demand and cost were both subject to wide variation. It is almost impossible to separate the influence of any one factor in the midst of so many variables.

Limitations of Data. The study is based upon the actual price-filing records. One cannot even be certain that they represent the prices which were in effect. The code provision was so worded that it permitted companies to sell above their filed prices, if they could and there are many claims that other companies were selling below their filed prices. Even assuming that the price records were correct, they did not provide answers for many of the problems which immediately appeared. They did not provide explanations for their own behavior, nor did they give any evidence of the effects upon volume of sales, the use of different channels, or the fortunes of companies of different size or type of organization. Perhaps, with a longer period, many of these results would have become evident, but they are certainly not exposed by the record of the price-filing. It is at least of some significance that, except in very limited areas, few members of the electrical manufacturing industry appeared to have regarded their experiment with price-filing under the NRA as having proved beneficial to the industry.

Limitations of Time. The study of the price-filing records proved to be much more of an undertaking than had been anticipated. It could not be neatly reduced to an automatic routine, but the filings of each group and sometimes each company raised new problems. The obscure nature of some of the filings also made analysis difficult, while the volume of separate filings to be examined proved to run into the thousands. Furthermore, the gradual liquidation of NRA personnel was a disturbing factor of major importance. Consequently, when the task of organizing the data into work sheets was completed as originally planned, the time remaining for its analysis was all too short.

It was indeed a pretentious undertaking to develop a technique and complete an analysis of such a bewildering mass of data in a period of a few months. Nevertheless, those close to the project have found it a most stimulating exercise in practical statistics and realistic economics. It is to be hoped that some of the excitement of exploration may be reflected in detailed and complicated case histories of the next thirteen chapters, and that some of the broader conclusions may serve to shed some light on certain aspects of the problem of price behavior.

CHAPTER 2. RUBBER COVERED BUILDING WIRE

A. THE INDUSTRY

Product

Description. A copper core consisting of one or more conductors, stranded or solid and covered with rubber, lead, braid, or a combination. The product of the various producers is identical so far as content of material, size, or performance are concerned. There is no element of eye appeal or design.

Materials. Three major raw materials used are: rubber, lead, and copper.

Manufacturing process. A relatively simple mechanical process involving the use of special equipment. The product is made up in standard lengths of 500 ft. coils or reels. There are apparently six processing patents controlled by one company and most but not all members of the industry operate as licensees.

Variations and Grade. A series of products standardized according to the following: (1) size of conductors (gage size), (2) number of conductors, (3) stranded or solid conductors, (4) thickness of rubber wall, (5) type of braid, (6) thickness of lead sheath.

Standardization. Processing patents identity of technical specifications for particular application and requirements of building ordinance have brought about exact standards which are closely followed.

Companies

Number. Thirty-four.

Size. Producers vary in size from the smallest, employing about 200 people to the largest which employ in excess of 1000. About one-half of the companies are large.

Other Products. All companies produce forms of wire and cable other than rubber covered building wire. Several of the companies are engaged in the copper industry while others operate generally in the Electrical industry.

Location. The majority of the manufacturers are located in New England, New York and Pennsylvania. Also one company in Virginia, one in Michigan and two in Illinois.

Market

Use. The product is used by electrical contractors, industrials and utilities in the construction of wiring systems. The largest market during the code period was probably the Federal government.

Distribution. The product was sold direct to the consumer and through distributors, the distributor in practically every case being given prefer-

ence. Salesmen are employed and distribution made in given cases from warehouses located in various parts of the country. The number of lineal feet purchased varies from order to order.

Freight. The weight and bulk of the product cause freight to be an important item.

Price Filing

The original price call was issued on August 26, 1933, becoming effective September 7, 1933. (See Exhibit A). The call covered rubber covered building wire more particularly described as Rubber Covered Building Wire intermediate, 302 Rubber Covered Building Wire, Braided and Leaded. All manufacturers of such products were directed to file 40 copies of their price lists or price lists and discount sheets showing current prices, fixed terms of sale, payment, delivery, and any other conditions affecting the sales price on the products specified.

B. BASIC PRICE STRUCTURE

With the exception of a few companies specializing in small package lot, all companies in the group tend to conform to a basic price structure. Price filings of six companies have been omitted in the entire study due to their being small, having short lines or imcomplete filings. However, provision was made to illustrate companies of the type omitted by including representative samples thereof in the list of companies examined.

The filings of one company are used as work sheets (Appendix A, Part 1, Section B) to depict the major structural changes discussed below indicates that this single record adequately represents the basic changes undergone by the structure during the period. The original price structure was completely revolutionized on May 1, 1934, and there were two broad readjustments thereafter. These three significant changes are described in the following sections:

1. Original structure - Effective September 1, 1933.

   A. List Price. Per M. feet for each type and size of wire.

   B. Discounts.

      1. Customer Classification

         A. Distributors: list price less 10 per cent Shipments to jobbers' stock to be treated on carload basis regardless of quantity.

         B. Contractors: industrials; railroads; public utilities; United States counties, cities, other municipalities at lits.

      2. Quantity discount applying only to customers listed under B above. (Based on purchases of items on building wire price list only and not including

freight and reels.)

A. $2,500 list value or more, list prices less 5 per cent and carload rate even though less than 30,000 pounds.

B. Less than $2,500 list value and LCL freight.

C. Freight. Added in all cases to list price less discounts, if any. The destination symbol bulletin, dated April 15, 1932, divided the country into about 500 city and other areas with proper destination symbols from 1 to 34, symbols differing in size being assigned to each destination for leaded and non-leaded wire, and for L C L and C L lots. Having determined the proper symbol for a given destination, it is applied to the Freight Adder Table which gives for size of wire and symbol, the amount to be added per 1,000 feet. The lower symbols seem to cover the industrial areas where the greatest distribution takes place. Cities usually carry lower symbols than the surrounding country areas. Shipments from warehouse stocks add freight as if shipped from the factory.

D. Terms. 2 per cent 10th prox. Net 60 days.

2. Major structural change. Effective May 1, 1934.

A. List Price. One master list price to determine which of four secondary list prices shall apply:

A. Less than $50 as determined by the master list.

B. $50 - $199.99 " " "

C. $200 - 4,999.99 " " "

D. $5,000 - and over " " "

Master list about 115 per cent above previous list. The four secondary prices were all above the earlier list price. The reductions for size of purchase, are indicated by taking prices or the list as 100, then prices are about 79, 72 and 68 for the other three groups.

B. Discounts.

Wholesalers discount on manufacturers' shipment to wholesalers stock, discounts apply to secondary lists as follows: A, 15%; B, 15%; C, 10%; D, 5%. These discounts make the net of C and D equal, with B only slightly above.

Wholesalers discount on manufacturers' shipment direct to customer of wholesaler, excluding manufacturers' shipment of $200 list or any direct to customer of wholesaler applying on specific building job contracts, 5%.

C. Freight. Shipments over 100 lbs. are F. O. B. destination; shipments under 100 lbs. are F. O. B. point of shipment.

D. Terms. 2% 10th prox. Net E O M prox.

To wholesalers, 2% 15th prox. Net E O M prox.

Net Effect of Change. The change brings about a complete revolution in the price structure. A much more detailed quantity discount structure is established. It also shifted the price basis on purchases over 100 lbs. from a list plus freight to a delivered price basis.

In order to make more exact comparison, Exhibits B. Tables 1 and 2 give the earlier price structure for two types and size of wire, and Tables 3 and 4 the prices after the revision. Due to the fact that various types or sizes of wire do not move with exact uniformity, these tables are only illustrative of price measurements in the entire industry. However, they do serve to show the effect of the major structural changes which applied to all products of the industry. In these two examples, the resulting change may be compared for three classes of customers as follows:

1. Under the new schedule, a small purchaser not a wholesaler would have the following prices:

List A - less than $50	$26.95
List B - $50 - $199.99	21.24
List C - $200 - $4,999.99	19.47

Under the old schedule, he would have purchased at list ($16.80) plus freight. In no section of the country would freight have brought the price up to list A. The list B price is less than the previous price for all destinations with a symbol exceeding 20. The list C price is less than the previous price for all destinations with a symbol exceeding 12.

2. For an industrial purchaser taking over $2,500, the possible classifications in the new schedule are:

List C - $200 - $4,999.99	$19.47
List D - Over $5,000	18.44

The old schedule, allowing 5 per cent discount, was $16.16 plus freight. The list C price is less than the previous price for all destinations with symbol exceeding 16, and for list D, destinations exceeding 11.

3. For wholesalers purchasing for stock, the prices according to size of purchase in the new schedule are:

List A	less than $50	$22.90
List B	$50 - $199.99	18.27
List C	$200 - $4,999.99	17.50
List D	$5,000 and over	17.50

The old schedule, allowing 10 per cent discount, was $15.32 plus freight. The new price is therfore higher on A purchases for all destinations, and less on B purchases for all beyond destination symbol 14, and for C and D, beyond destination symbol 10.

Another interesting aspect of the schedule is that the inverse character of the wholesalers discount, i.e., larger for small purchases, tends to offset the differences of the lists, and reduce or eliminate the quantity discount aspect as it affects wholesalers.

The net result is that prices for small purchases are increased to all points, the increases being greatest for points with the smallest destination symbols. For large purchases, prices are lower at points having large destination symbols and higher for those having small symbols. The amount higher or lower depends on the size and type of the wire purchased as well as the size of the destination symbol.

3. Major structural change. Effective July 5, 1934.

A. List Price. The master list price was increased on all wire sizes, and the coverage of the secondary price lists was revised as follows:

A. Broken package less than 500.

B. Standard package $200 to $199.99 list.

C. Standard package $200 to $4,999.99 list.

D. Standard package $5,000 list and over.

Prices in the new group A correspond rather closely with the old below $50 group, although there is some reduction in the list for large wire sizes where the price per foot is so high that a purchase of 499 feet might have been in the old group C before. The other three groups include a number of small increases or decreases for particular types and sizes of wire.

B. Discounts. Wholesalers discounts on manufacturers' shipments to wholesalers stock increased to discount in list A, 17½%; B, 17½%; C, 12½%; D, 7½%.

Wholesalers discount on manufacturers' shipment direct to customer of wholesaler still 5 per cent except for list D, reduced to 2½ per cent. The destination is eliminated between shipments applying on

specific building job contracts and other direct to customer shipments.

C. Freight. No change

D. Terms. No change.

Net Effect of Changes: The actual effect of this revision is difficult to determine since it represents a change in classification (both through increase of the master list and introduction of physical measurement), an increase in wholesalers' discounts, and revisions of specific prices for certain grades and sizes of wire.

The transactions included under groups C. and D have apparently not been affected, except that the increase in the master list throws border line cases into the D group. However, List A now includes transactions involving less than 500 feet, rather than those under $50. This still penalizes the purchaser of small quantities, and extends the penalty to all purchases of broken packages of large size wires, which, if entered at more than $50, would previously have been priced according to Lists B or C.

The results of the changes in secondary List B and the increased wholesalers' discounts are indicated in Tables 5 and 6, which should be compared with Tables 3 and 4. In the example of braided wire (Table 5) the larger discounts were more than offset by the increase in the secondary list prices, resulting in a net increase in price to all purchasers the smallest increase being to wholesalers. For solid single conductor wire, (Table 6), there is no change in secondary list prices for A and B purchases, so the increased discounts resulted in lower net prices for wholesalers. The secondary lists for C and D were increased, an increase which is approximately offset for wholesalers by their increase discounts.

The changes in the discount structure resulted in shifting the differentials among types of transaction in four particulars:

(a) The gap was widened between the price to wholesalers purchasing for stock and other customers.

(b) While discounts were increased to wholesalers purchasing for stock, no general change was made in the discounts for manufacturers' shipments direct to wholesalers' customers.

(c) The original exemption from discount of manufacturers' shipments direct to wholesalers' customers of $200 or more, was eliminated.

(d) A penalty of a lower discount was placed upon manufacturers' shipments direct to wholesalers' customers under List D (purchases of standard packages, $5,000 master list and over.)

The net results are therefore increased penalties on less than standard packages, increased differential between wholesalers and other customers, and some increases in price.

4. Major structural change. Effective Rubber-braid Wires March 27, 1935 and the Rubber-lead Wires April 1.

A. List Prices. Five sets of secondary list prices are established, of which List A is now employed as a master list.

A. Broken coils or rolls under 500' to $150 list.

B. Full coils, 500' to 2,500'.

C. Full coils, 2,500' and over to $150 list.

D. Orders of $150 to $4,000 list.

E. $4,000 list and over.

The master price list was greatly reduced as the result of using List A rather than a separate master list. The secondary prices are difficult to compare because the boundaries are not identical, and the changes for different sizes and types of wire are not uniform.

B. Discounts. Wholesalers discounts on manufacturers' shipments to wholesalers' stock list A, 20%; list B, 20%; list C, 17⅓%; list D, 12½%; list E, 7½%.

Wholesalers discounts on manufacturers' shipments direct to wholesalers' customers, unchanged at 5%, the special treatment of old list D under this heading having been eliminated by price filing July 5, 1934.

C. Freight. No change.

D. Terms. No change.

Net Effect of Change. The dropping of the separate master list device means that the transactions are now rated on a smaller value basis. This is approximately offset by the equivalent reduction in the boundaries defining the size groups.

List A is now limited as to value as well as quantity, thus removing much of the penalty for less than standard packages of large and more expensive wire which will now be priced under List D. List E prices are now based solely on quantity, permitting orders of small size wire though low in value to be recognized on a uantity basis.

Because of the change in master list and the new definition of boundaries among the groups, net price changes vary according to the nature of the transaction. However, it is possible to state:

(a) The differential between distributors and other customers has further widened.

(b) The redefinition of the groups to which the secondary lists are applied was such as to increase the number of possible transactions in the lower price group. For example, small quantity but high value purchases of large size wire now may fall under Lists D and E. Large quantity but small value purchases of small size wire may fall under B and C.

5. Summary of Major Structural Changes.

The record of this industry is particularly interesting due to the major changes in its price structure during the period under observation. Without detailed records of individual transactions - in terms of grade, type and size of wire, location of purchase, and size of order - it is impossible to make any satisfactory calculation concerning the changes in the general level of prices. However, it is possible to draw certain conclusions concerning the effect of the internal changes of the structure upon different types of transactions.

A. Shift to delivered prices. The original price structure provided for factory prices plus a computed freight charge, based upon a special system of determining freight charges according to the destination regardless of the point of shipment. This resulted in higher freight adders for areas such as Texas and Colorado, and smaller additions for the industrial northeast. The revised structure simply includes F. O. B. point of shipment for less than 100 lbs., and a flat delivered price for all larger transactions. The net result of the new structure with uniform prices for all destinations is a higher price in the industrial east and north central areas, where the bulk of the sales are made. On the other hand, prices for other areas were reduced, frequently exceeding the maximum increase. Because of the nature of the product, these freight adders were very considerable, and the revision in the price structure meant a major change in net price at many points.

B. Increased functional differentials. The original structure used the freight charge feature as a method of distinguishing certain types of transactions. All wholesalers purchasing for stock were charged freight on the carload basis, regardless of quantity. However, the primary functional differential was a reduction of 10 per cent from list to wholesalers. The final revision results in differentials from 7½ per cent to 20 per cent depending upon the size of the order, for wholesalers purchasing for stock as distinct from other customers. However, evidently in order to distinguish between a wholesaler performing the function of holding stock etc., and merely taking orders, a new discount of only 5 per cent appears for cases of direct shipment by manufacturer to wholesaler customers. Without some such special class, customers might place their orders through wholesalers, splitting the larger discounts. The new structure strenthens the position of the stock carrying distributor in the marketing structure.

C. Quantity differentials. The original structure allowed a 5 per cent reduction on orders of more than $2,500 and made a distinction in the freight adders between carload and less than carload lots. The first revision created four secondary price lists which decreased in price according to the dollar volume of the order. Further revisions were primarily efforts to find a formula which would recognize properly the fact that the dollar volume of an order is the result both of quantity and price, and that the prices of wire of different sizes vary enormously. The final scheme introduces both physical quantity and value as criteria for determining the classifications. The system of wholesaler discounts which likewise decrease with increases in quantity and value orders, tends to nullify quantity differentials as far as the wholesaler is concerned.

It should further be noted that the purchaser of less than standard packages was severely penalized.

C. LEADERSHIP AND UNIFORMITY

There are about 15 filings which seem to have been of some general significance. (Appendix B Part 1 and Appendix A Part 1 Section b) The original filing was made before September 17, 1935 by twenty-five of the twenty-eight companies studied. The remaining three companies made their first filing in September, 1937 in connection with filing number 11 concerning small package lots.

A summary of these 15 filings is given in the Table on the opposite page, showing the company leading and the extent and rapidity with which other companies followed. Complete detail is given in Appendix A., Part I. and in Appendix B., Part I.

It has been indicated that filings No. 1,4, 6, 14 and 15 effect a series of major structural changes. Only 1 companies made all of those filings. Four companies Nos. 11, 17, 18, and 19 may be eliminated from consideration for the moment on the ground that they concerned themselves with small package lots. The following records for seven of the companies indicate that even those which did not follow the pattern of major structural change exactly, nevertheless cannot be regarded as entirely non-conformist.

Company No. 1 made Filings No. 1, 6, 7 and 14, but not No. 4 and 15.

Company No. 2 made Filings No. 1, 4, 6 and 14.

Company No. 5 made Filings No. 1 and 4 which brought it up to Nov. 1934. The company made no further filing of moment except on August 24, 1937, when a price was filed on No. 14 Safecote and No. 18 fixture wire to syndicate stores.

Company No. 7 made Filings No. 1 and 6, the latter being effective on July 5. This date marks the last appearance of Company No. 7 as a participant in filing prices.

Company No. 8 made Filings No. 1, 4, 6, 7 and 14.

Company No. 13 made Filings No. 1, 4, 7, 14 and 15.

Company No. 25 of which Company 17 is a subsidiary made Filing No. 1 only.

Filings No. 14 and 15 were the final filings and provided a complete statement of structure, prices and discounts. Filing No. 14 was made by 14 companies and 13 companies made Filing No. 15. The absence of some companies from one or the other possibly explained by the fact that Filing No. 14 covers Rubber and Braid and No. 15 covers Rubber and Lead, and all companies do not make both types of wire.

Leadership. In considering the matter of the effect of lead and lag on the various companies discussed, weight must be given to the fact

Filing Number	Subject Matter	Number of Company Making Original Filing	Date of First Filing	Effective Date	Number of Filings: Within 10 Days	Over 10 Days to Month	Month	Never	Total
1	Original filing	--	8-29-33	9-7-33	15	10	3	--	28
2	Delivery on building contracts	28	9- 2-33		1	1	15	8	25
3	Government purchases	15	11-24-33		1	7	3	14	25
4	Major structural change	13,20	4-17-34	5-1-34	13	7	--	5	25
5	Naval contracts	21	5-18-34	5-28-34	7	3	1	14	25
6	Major structural change	13	6-22-34	7-5-34	17	3	--	5	25
7	Discount Change	3	6-30-34	7-5-34	11	7	1	6	25
8	Naval contracts	22	6-26-34	6-26-34	2	3	2	18	25
9	Land grant freight rates	10,13	7-13-34	7-9-34	3	6	5	11	25
10	Government purchases	13	8-28-34	8-28-34	5	0	1	19	25
11	Small package lots	19	9-28-34	10-8-34	3(a)	1	--	21	28(a)
12	Special wire	15,23	11-21-34	12-1-34	11	3	3	8	25
13	Terms to telegraph companies	15	1-21-35	1-21-35	5	2	0	18	25
14	Major structural change	20,22,26	3-15-35	3-15-35	11	10	0	4	25
15	Major structural change	13,20,22	3-25-35	4-1-35	15	3	0	7	25

(a) Includes three companies who are included in no other filing.

that certain companies have peculiarities which account in a large measure for their divergence in whole or in part from the standard structure. For example: Company No. 1 does not make a complete line and as has been previously indicated, Companies such as No. 17, 18 and 19 concern themselves with small package lots

Companies No. 13 and 20 originated Filing No. 4. Company No. 13 originated Filing No. 3, and was one of the four companies initiating Filing No. 15 as was Company No. 20.

Filing No. 7 was initiated by Company No. 3.

Filing No. 14 was initiated by Companies No. 20, 22 and 26.

Thus there is no apparent outstanding leader in structural revisions. Occasionally more than one company initiated a particular filing. Considering all the filings, it is interesting to note that 11 different companies have made some originating contribution to the development of the new structure.

Waiting Period. Filings No. 7, 8, 9, 10, 13, 14 and 15 were made effective with a waiting period shorter than 10 days. Of the remaining filings No. 1 need not be considered since it was the original filing and No. 2 and 3 must of necessity be excluded for there are no effective dates specified. Filing No. 4 was initiated with a waiting period in excess of 10 days as was Filing No. 6. Filings No. 5 and 11 were initiated with exactly 10 days as a waiting period.

In case of Filing No. 4, although it was effective May 1, 1934, companies meeting it as late as May 14 were given an effective date May first. With regard to Filing No. 5 which was effective May 28 with a 10 day waiting period, companies filing in conformity thereto as late as July 24 were given an immediate effective date. The same general situation was true of Filings No. 7, 8, 9, 10, 12, 13, 14 and 15.

In Summary it appears:

1. That the Supervisory Agency often exercised its option to reduce the waiting period.

2. If a drastic change was made as in the case of filings No. 4 and 6 the Supervisory Agency operated on the basis that the full 10 days was needed for the industry at large to acquaint itself and to adopt such measures as each member saw fit.

3. After the effective date of such filings it appears that the Supervisory Agency permitted any subsequent meeting to go into effect without a waiting requirement.

4. In every instance, there were members of the industry who met the filing after the effective date.

D. INCIDENTAL FILINGS

Filings included in this category were those made to cover special prices to syndicate stores, minimum settlement terms on special orders, special construction and some few products not included in the regular price schedules, but for which there is an occasional demand. For the most part, these filings were required to fulfill the 10 day waiting period.

These filings serve to illustrate that although the general pattern of the price structure in this group was definitely fixed at each moment of time, there were many special deviations to meet specific or temporary situations. For example, such filings were required for syndicate stores which purchase the smaller size wires and constitute a class of customers entirely different from any in the standard customer classification.

The content of the incidental filings is presented in Appendix A., Part I. Section d

E. SUMMARY

No group among those studied showed a greater change in its method of doing business during the price-filing period than the one here discussed. The major changes were:

A. Uniform prices for all destinations instead of prices delivered at separate destinations.

B. Increased number of prices reflecting differences in size and type of transaction.

C. Increased preference to stock-carrying wholesalers.

D. Severe penalties on broken packages and increased premiums on quantity purchases by non-wholesalers.

These changes were accomplished with no apparent confusion. It would appear that those initiating the major changes, were concerned with the development of a general price pattern rather than furthering their individual interests by grasping or endeavoring to create temporary opportunities or advantages. Furthermore, there were evidently a number of members of the industry critically observing the situation and taking the lead from time to time in initiating adjustments or revisions.

RUBBER COVERED BUILDING WIRE
Table #1
Rubber - Braid Group
#14 Code Solid Single Braid Wire

	1	2	3	4	5	6	7	8	9	10	11	12
List	5.20											
List + Adder	5.23	5.26	5.29	5.32	5.35	5.37	5.40	5.43	5.46	5.49	5.52	5.55
5% + Adder	4.97	5.00	5.03	5.06	5.09	5.11	5.14	5.17	5.20	5.23	5.26	5.29
10% + Adder	4.71	4.74	4.77	4.80	4.83	4.85	4.88	4.91	4.94	4.97	5.00	5.03
*	13	14	15	16	17	18	19	20	21	22	23	24
List												
List + Adder	5.58	5.61	5.64	5.66	5.69	5.72	5.75	5.78	5.81	5.84	5.87	5.30
5% + Adder	5.32	5.35	5.38	5.40	5.43	5.46	5.49	5.52	5.55	5.58	5.61	5.64
10% + Adder	5.06	5.09	5.12	5.14	5.17	5.20	5.23	5.26	5.29	5.32	5.35	5.38
*	25	26	27	28	29	30	31	32	33	34		
List												
List + Adder	5.93	5.95	5.98	6.01	6.04	6.07	6.10	6.13	6.16	6.19		
5% + Adder	5.67	5.69	5.72	5.75	5.78	5.81	5.84	5.87	5.90	5.93		
10% + Adder	5.41	5.43	5.46	5.49	5.52	5.55	5.58	5.61	5.64	5.67		

* Destination Symbols

RUBBER COVERED BUILDING WIRE
Table #2
Rubber - Braid Group
#14 Code Solid Single Conductor

*	1	2	3	4	5	6	7	8	9	10	11
List	16.80										16.80
List + Adder	17.00	17.25	17.45	17.70	17.90	18.10	18.30	18.60	18.80	19.00	19.20
5% + Adder	16.16	16.41	16.61	16.86	17.06	17.26	17.46	17.76	17.96	18.16	18.36
10% + Adder	15.32	15.57	15.77	16.02	16.22	16.42	16.62	16.92	17.12	17.32	17.52

*	12	13	14	15	16	17	18	19	20	21	22
List										16.80	
List + Adder	19.45	19.65	19.90	20.10	20.30	20.50	20.80	21.00	21.20	21.40	21.65
5% + Adder	18.61	18.81	19.06	19.26	19.46	19.66	19.96	20.16	20.36	20.56	20.81
10% + Adder	17.77	17.97	18.22	18.42	18.62	18.82	19.12	19.32	19.52	19.72	19.97

*	23	24	25	26	27	28	29	30	31	32	33
List									16.80		
List + Adder	21.85	22.10	22.30	22.50	22.70	23.00	23.20	23.40	23.60	23.85	24.05
5% + Adder	21.01	21.26	21.46	21.66	21.86	22.16	22.36	22.56	22.76	23.01	23.21
10% + Adder	20.17	20.42	20.62	20.82	21.02	21.32	21.52	21.72	21.92	22.17	22.37

*	34
List	
List + Adder	24.30
5% + Adder	23.46
10% + Adder	

* Destination Symbols

RUBBER COVERED BUILDING WIRE
Table #3
#14 Code Solid Single Braid

Secondary List		$7.70	$6.06	$5.56	$5.26
Master	List $10.50	A Less than $50 list	B $50 to $199.99 list	C $200 to $4999.99 list	D $5000 or over
1	List $10.50	$6.54	$5.14	$5.00	$5.00
2	List $10.50	$7.32	$5.75	$5.28	$5.00
3	List $10.50	$---	$---	$5.56	$5.26
4	List $10.50	$7.32	$5.75	$---	$---

RUBBER COVERED BUILDING WIRE
Table #4
#14 Code Solid Single Conductor

Secondary List		$26.95	$21.24	$19.47	$18.44
1	List $26.90	$22.00	$18.27	$17.50	$17.50
2	List $36.50	$25.60	$20.20	$18.50	$17.50
3	List $36.90	$---	$---	$19.47	$18.44
4	List $36.50	$25.60	$20.20	$---	$---

Key: 1. Shipment to wholesalers warehouse stock.
2. Direct to customer of wholesaler.
3. Direct to customer of wholesaler and applying to specific building job contract $200 list or more.
4. Same as #3, $200 list or less.

RUBBER COVERED BUILDING WIRE
Table #6
#14 Code Solid Single Conductor

		A	B	C	D
		Broken Packgs. Less Than 500'	Stan. Packgs. 500' to $199.99 list	Stan. Packgs. 500' - $200 to $4999.99 list	Standard Packgs. 500 - $5000 list and over
	Secondary List	$26.95	$21.24	$20.02	$18.94
	Master List				
1	$37.88	$22.20	$17.55	$17.55	$17.55
					*$18.00
2	$37.88	$25.55	$20.13	$19.02	$18.47
					*$18.00
3	$37.88	$---	$---	$19.02	$18.47
4	$37.88	$25.55	$20.13	$---	$---

RUBBER COVERED BUILDING WIRE
Table #5
#14 Code Solid Single Braid

	Secondary List	$8.46	$6.67	$6.29	$5.95
	Master List				
1	$11.90	$6.98	$5.50	$5.50	$5.50
					*$5.80
2	$11.90	$8.04	$6.33	$5.98	$5.65
					*$5.80
3	$11.90	$---	$---	$5.98	$5.65
4	$11.90	$8.04	$6.33	$---	$---

Key: 1. Shipment to wholesalers' warehouse stock.
2. Direct to customer of wholesalers
3. Direct to customer of wholesaler and applying to specific building job contract $200 list or more.
4. Same as #3, $200 list or less.
* Discount effective revision same date.

RUBBER COVERED BUILDING WIRE
Table #8
#14 Code Solid Single Conductor

	A	B	C	D	E
	List Price - Broken Coils or Reels (under 500' to $150 list)	Full Coils or Reels: 500' to 2500'	Full Coils or Reels: 2500' and over to $150 List	Orders of Total List Value-$150 to $4000 List	Orders of Total List: Value-$4000 List and Over
Second. List	$27.60	$22.46	$21.78	$20.53	$19.43
1	$22.08	$17.97	$17.96	$17.96	$17.96
2	$26.21	$21.19	$20.68	$19.50	$18.46
3	$26.21	$21.19	$20.68	$19.50	$18.46

RUBBER COVERED BUILDING WIRE
Table #7
#14 Solid Single Code Braid

	$5.50	*$5.50	*$5.50	*$5.50	*$5.50
Second. List	$7.50	$6.67	$6.50	$6.29	$5.95
1	$6.00	$5.34	$5.3625	$5.50	$5.50
2	$7.125	$6.34	$6.175	$5.97	$5.65
3	$7.125	$6.34	$6.175	$5.97	$5.65

Key: 1. Shipment to wholesalers' warehouse stock.
2. Direct to customer of wholesaler.
3. Direct to customer of wholesaler and applying to specific building job contract.

* #14 Solid Single Braid Code Full Coils - $5.50 M, F.O.B. Net.

EXHIBIT A

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION

CODE AUTHORITY FOR THE ELECTRICAL MANUFACTURING INDUSTRY

155 East 44th Street, New York, N. Y.

Designated as the Agency for Administering, Supervising and Promoting the performance of the provisions of the Code for the Electrical Manufacturing Industry, under the National Industrial Recovery Act, approved by President Roosevelt on August 4, 1933.

OFFICE OF SUPERVISORY AGENCY

WIRE & CABLE SUBDIVISION
August 26, 1933.

We, Wylie Brown, H. D. Keresey, Everett Morss, Jr., Alfred Bellis and F. C. Jones, Supervisory Agency of the Wire and Cable Subdivision of the electrical manufacturing industry appointed, in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, by the Board of Governors of National Electrical Manufacturers Association, hereby notify you that we have, pursuant to the authority vested in us by Article X of said Code, determined that it has been the generally recognized practice to sell:

> RUBBER COVERED WIRE - more particularly described as Rubber Covered Building Wire, Intermediate 30% Rubber Covered Building Wire, Braided and Leaded -

on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment.

We therefore direct that you as a manufacturer of, or one promoting the manufacture for sale of, all or any of the above products, file with this Supervisory Agency for distribution, as required by said Code, to all other manufacturers of the products specified above, at the office of National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before September 7, 1933, FORTY copies of your price lists, or price lists and discount sheets, showing your current prices and fixed terms of sale, payment, delivery and any other conditions which affect the sales price on the products specified above.

Show <u>all</u> discounts, terms, etc., either on price lists

or attached thereto and <u>not</u> in a separate letter to the Supervisory Agency.

Very truly yours,

Supervisory Agency.

P.S. All packages must be marked RW-8-26 for identification. Your company name and a date must appear on all sheets or sets of sheets furnished this Agency. As typewritten sheets, either original or carbon copies, require first class mail, your price sheets or revisions thereof should be printed or in some form of processing or duplication.

CHAPTER 3

FLEXIBLE CORD GROUP

A. The Industry

1. Product

Description

Flexible cords are stranded copper wires insulated and covered with various materials which vary with different applications.

Materials

The materials used in fabricating flexible cords include: copper, rubber, cotton, rayon, asbestos, paraffin, bees wax, paper, and flame proofing compound.

Process

The fabrication of flexible cords is a machine process consisting of stranding and serving the wire, applying filler to round out and then applying insulation and outer covering.

Variations - Standardization

Flexible cords fall into two major groups:

1. Approved
2. Non-Approved

Approved cords are considered to be those carrying Underwriters' Laboratories Inc., labels and conforming to specification and requirement of the Underwriters' Laboratories Inc.

In the aproved group, specified types of cords are given letters identifying the type and classification which are the same for all manufacturers and, eliminating differences due to ability to manufacture, aproved cords are the same for all manufacturers.

Non-Approved include:

a. Those which, due to differences in quality, thickness of inculation, copper size, braid construction, and the like, are produced and sold without Underwriters' Laboratories Inc. labels. These cords vary as to the quality injected by individual manufacturers.

b. Types of flexible cord for which Underwriters' Laboratories Inc., has no classification or type letters. Cords of this type do not

vary particularly from one manufacturer to another because construction and specification are determined by the application.

Construction

Flexible cords are usually designed for voltages of 100 or 220, at not more than ten or fifteen amperes. The wires vary in guage size from about No. 32 to No. 14 AWG.

The size of wire, number of conductors, and the amount of type of insulation varies in accordance with proposed application.

2. Companies

Number

Price calls were sent to fifty-seven companied of which thirty-five were found to be active producers of flexible cords as defined in the price call.

Size

Companies vary from smallest, employing as low as ten people to large ones, employing more than one thousand. Since other products are also manufactured by some companies and figured on employment by departments are not available, it is not possible to give accurate estimates on the number of employees of each company engaged in the production of felxible cords. For our purposes, it may be considered that there are two sizes of companies, small and large, with about an equal number of each.

Classes

Roughly speaking, there are three classes of flexible cord manufacturers:

1. Those who manufacture flexible cords only.

2. Those who manufacture heavier wires as well as cords, but to whom cords are an important item.

3. Those whose main business is in the field of heavier wires with felxible cords produced mainly to fill out a complete line of insulated wires.

Location

The majority of the manufacturers are located in the so-called Eastern industrial area, especially around New York City, with a few in Michigan and Illinois.

3. Market

Distribution

Flexible cords are sold primarily to three principal

customer divisions:

1. Chain stores and main order houses.

2. Jobbers

3. Electrical appliance manufacturers, including radio manufacturers.

4. Problems

It is alleged by the Industry that their main problem arises from the differences in overhead between the large manufacturers, producing complete lines of insulated wires, and the small manufacturers, producing flexible cord only and not necessarily a full line of that. The result is that the small manufacturer is reported to be able to sell at a price above his cost but below the cost of the large manufacturer.

The flexible cord group had to absorb manufacturers of other products who found that their market was rapidly disappearing. Two illustrations concern manufacturers originally engaged in producing buggy whips and corset strings. Their entry into the flexible cord industry was made easy by the fact that the machinery used in braiding the outer cover of buggy whips and that used in braiding corset strings was practically the same as that used in braiding flexible cords.

Flexible cords, low in price, inferior as to quality and permormance, have appeared on the market in such quantities as to cause concern to the Industry. To offset this increased growth of so-called "unsafe" cords, manufacturers have expended considerable sums in fostering ordinances and in attempting to educate the consumer in the value of using only approved flexible cords.

5. Open Price Filing

Price call

The purpose of the price call was three-fold:

1. Filing of information which would, at all times, advise manufacturers as to the state of the market.

2. Stabilization of prices

3. Elimination of unfair competitive practices.

The price call, Exhibit A, was issued on August 26, 1933, effective September 7, 1933, based on the first paragraph of Article X of the code of fair competition for the Electrical Manufacturing Industry. The call was cancelled in February, 1935.

Work Sheets

Examination of the records of price filing in the felxible cord

group revealed that filings made, expecially the early ones, were voluminous, inaccurate, vague, and difficult to follow. Further consideration showed that display of customer classifications and discounts for seven of the companies would sufficiently illustrate that phase of the price structure. So far as chronological record of filings was concerned, the filings of nine companies were found to represent the charges. The initial and final terms of payment and delivery for each company was recorded. To illustrate packaging and packaging charges the nine companies used in the chronological records of price filings were found to be adequate. In addition to the display of list prices in connection with customer classification and discount, net prices on four types of cord were computed for one company.

The work sheets are, therefore, as follows:

1. Appendix B, Part 2 Customer classifications and their discounts with separate sheets for:

Section a. Flexible cords and portables

Section b. Heater cords

Section c. Radio wires

Section d. Radio hook-up wires and radio lead-in wires

Section e. Fixture wires

Section f. Delivery terms, terms of payment, and packaging data

The purpose in setting up separate sheets for a,b,c,d,e, and f was to illustrate the major product groupings and to show differences of discount and customer classification.

2. Appendix A, Part 2 Chronological Record of Filings by Companies.

3. Appencix A, Part 2a Price Trends. Since prices change with considerable similarity both in the point of degree and time, this study is based on the filings of one company.

B. Basic Structure

1. Original and Final Filings

The original filing, effective September 7, 1933, was incomplete in the case of most companies. Some failed to file prices for their entire line, others failed to quote discounts, terms, packaging data, and the like. There was some confusion due to the fact that the product grouping used in the price call was not familiar to some companies and as a result, prices were filed on products not included as for example, custom cord sets and rubber insulated fixture wires.

The form and content of the filings improved somewhat after the first filing, and in the latter months, filings were clear and complete in all essential particulars. For example, Company No. 8, a leader in the Industry, made a very poor original filing, failing to quote prices on all types of cord manufactured by it and omitting discounts for two types. These omissions were corrected and the subsequent filings of this company were in good order.

Price

Throughout the entire period of price filing, a list price and discount basis was used. In the "Flexible Cords and Portables" product group, the list price was more than doubled on the type cord used as a representative specimen on the work sheet almost immediately after the original filing. Following the list price further, a reduction of twenty-five percent occurred, followed almost immediately by another reduction of fity percent in March of 1934. This list was maintained for about eight months and was then increased less than 5%. Thus, during the period of price filing, the net result was that the list price on the specimen cord was reduced from eleven dollars to nine dollars and forty cents per thousand feet.

Net Prices

Consider now list prices in conjunction with quoted discounts. The original list price of eleven dollars was discounted 10%, 10%-5%, and 10%-10%. The second list, twenty-four dollars per thousand feet, an increase of one hundred and twenty percent over the original, was discounted 48% to 65%. This same discount applied also to a subsequent list of eighteen dollars. However, the fourth list of nine dollars carried a discount more comparable with the original. These discounts were 5%, 5%-5%, 10%, 15%, and 15%-5%. The fifth list of nine dollars and forty cents carried discounts similar to those in effect on the nine dollar list.

Examining the net price on four types of wire illustrated, in Appendix A, part 2a, the final price on Type CF #18 Rayon has been reduced under the original price 25%. Type PO #18-16/30 rayon has been reduced 28%. Notice, however, that type SJ #18-16/30 and

Type #18-1/64 Radio Wire, Solid Tinned, has been reduced respectively 2% and 9% (See Appendix A, Part 2a, note on No. 18-1/64 Radio Wire Solid Tinned).

Members of the Industry attributed the wide variations in the amount by which these net prices were reduced to differences in the respective nature of the various types of wires. For instance, Type PO, size No. 18, a wire with a braided cover, is the most widely used and easiest to manufacture. Consequently there are many and more "in and out" producers of this cord. The reverse is true of type SJ, a rubber covered wire, and of radio wire. Hence the greater stability of net prices for these types during the price filing period.

Customer Classifications and Discounts

As has been previously stated, flexible cords are sold primarily to three principal customer divisions. These three divisions were maintained, except for one brief period, throughout the entire period of price filing, but each one was divided and subdivided in various ways from time to time.

In the first, Chain Stores and Mail Order Houses, such terms appear as; Chains, Class A and Class B; Mail Order Houses; National Syndicates; Purchasing Service Companies, "Billed by Us" and "Billed by Them"; and Department Stores.

In the second, Jobbers, such terms appear as: Distributors; Distributors (sales to manufacturers); Jobbers and Wholesalers; Sales Agencies; and Dealers.

The third, Electrical Appliances Manufacturers, was subdivided on the basis of quantity with the exception of Wiring Device Manufacturers who were given a flat discount. This Wiring Device Manufacturer classification is reported to have been made in an effort to correct a situation where a manufacturer designated an actual wiring device manufacturer as a selling agent for his own product, (not a legal "agent"). The agent would obtain "listing" with Class A chain-store concerns. This arrangement made it possible for the manufacturer to sell to the chains, through the agent, without the prices being made public. The effort at correction failed to bring such agreements into the open and the classification was soon dropped.

In addition to the three principal types of customers, other customer classifications include Central Stations, Contractors, United States Government, Railroads and Industrials.

The Industry states that prior to open price filing some producers of flexible cord specialized or sold only to chain stores or distributors, some had no jobber business, some dealt exclusively with jobbers, some sold direct to manufacturers, some sold all three. With the advent of price filing, this appears to have changed. New customer classifications were created; old customer classes were expanded, contracted, and realigned, and often further

redefined internally by shifting discounts for quantity.

Most of the companies under consideration started their filings with from three to five customer classes without wide differentials, among which "Distributors any Quantity", "Distributors to Manufacturers", "Manufacturers", "jobbers and wholesalers", "chain store warehouses", figured most prominently. This resulted in a relatively simple structure. One company, however, starting somewhat later than the others, appeared to elect a policy of bidding more directly to specific large buyers and consumers, rather than relying upon intermediaries. This company quoted a broad list of customers, including Chain Stores (Classes A and B), United States Government, Railroads, Dealers, Jobbers and Wholesalers, Central Stations, Contractors, Purchasing Service Companies and Wiring Device Manufacturers with chain store listing. This change was accompanied by a virtual doubling of list prices, previously cited, making it possible for discounts to be more finely diversified. Almost all of the others followed.

Four months later, under the leadership of two other companies, this trend of bidding directly for buyers was further emphasized by almost complete concentration on a new class termed "all buyers", which was sub-divided by means of a sliding scale of quantity discounts and supplemented by a single jobbing or distributing group, receiving discount equal to maximum quantity discount. The fulfillment of this particular phase was apparently reached in the next step with the general elimination of the remaining jobbers and distributors as special classes, and the consolidation of all buyers into a single class at a single discount.

This new structure was not maintained. Signs of recession appeared only a few weeks later with the return of special treatment for a few jobbing and distributing groups. After another short interval the reaction was apparently completed, lists and discounts reduced below the original level, the "all buyers" class eliminated, mail order houses and national syndicates specifically recognized, and intermediary classifications such as jobber-wholesaler, distributors, and jobbers became more plentiful. Some of the latter, however, again disappeared in succeeding minor moves. In the end, practically all of the filings had with respect to customer classification regained their original character, although with changes such as.

(1) Disappearance of unconditioned distributors and jobbers.
(2) A greater differential for mail order houses and buying syndicates.
(3) A discount for "all buyers" on large orders and
(4) stiffer quantity requirements for manufacturers and "Distributors to manufacturers".

It is not to be inferred, of course, that the foregoing pattern was exact for all groups, nor that all member companies moved with military precision within each group. The pattern was roughly representative of the price movements of Flexible Cords and

Portables, Heater Cords and Fixture Wire.

The initiative in instituting classification changes lay with two companies principally, as was the case with price, although one or another of the "followers" came forward at times and proved able to at least flex the course of events. One company ignored entirely the revisions of its competitors in the Heater Cord group while conforming in other groups to which it also belonged. Conformance was occasionally complete throughout a group as in the case of the switch to the several quantity brackets of the new "All Buyers" class and thence to the consolidated class of "All Buyers". In other instances while closely obedient to the trend, compliance was only approximate as to both classifications and size of discounts. There was in fact quite a pattern of minor deviations in spots, presumable provoked by the emergence of a trend not suited to the needs of a number of members. It is again emphasized however, that in general the industry marched and wheeled fairly closely behind those exercising initiative. In contrast with this type of influence, is the fact that simultaneous filing of identical prices and customer classes was very rare; two or three instances were all that could be found in the year and a quarter's accumulation of filings, and these might easily have been caused by parent-subsidiary relations. Independent and highly specialized classifications were sometimes put forward by one or another company, but usually did not long remain.

It was not uncommon for individual companies to extend a new classification to all of the cord groups to which they belonged, only to shortly drop the class from one or more of the group. In one instance, the establishment by a company of an "All Buyers" class for Flexible Cords was followed the next day by a similar classification for buyers of Heater Cords and a month later for the Fixture Wire Trade. There was very little evidence, on the other hand, of extensions of either classification or discounts to buyers of one group of products forcing a similar extension on other products sold to the same customers.

Quantity Discounts

The volume required to receive quantity discounts, and the amount of discount frequently changed. The minimum and maximum limits of quantity discount were 250 feet and 500,000 feet. Looking at Company No. 23 on the work sheet "Flexible Cords and Portables", Appendix B, Part 2, we see that originally distributors were given extra discount when purchasing 50,000 feet or more. For the same company at the same time, manufacturers' discounts were restricted entirely to purchases of 50,000 feet or more. The same company in January of 1934, quoted a maximum discount to distributors regardless of quantity, and to all other buyers discounts ranged from fifty to sixty percent based on quantities of less than 10,000 feet to 200,000 feet or more. In February, all buyers received discount regardless of quantity.

In March 1934, distributors, jobbers, mail order houses and national syndicates all received the same discount (5%) regardless of quantity. Manufacturers received an equal discount on purchases of 100,000 feet or more. In July 1934, distributors, jobbers, and wholesalers received an equal discount regar less of quantity. All other buyers received 5% on purchases of 100,000 to 499,999 feet, and 10% on purchases of 500,000 feet or more. Occasionally new filings were made for the sole purpose of increasing or decreasing the quantities that had to be bought by particular customer classes to receive the current discount.

The same sort of shifting quantity schedule is in effect for all other companies in greater or lesser degree.

Example of Filings of a Single Company

Continual shifts in price, classification and discount policies are necessarily confusing, and the marches and counter marches of this particular industry are interestingly reflected in the following chronological details of a single company's filings (net prices have been computed to permit easy comparison and are entered parenthetically after the respective discount figures):

September 27, 1933: Original filing, list price $11 per M', three classes - Mfgs. purchasing 50 M or over 10 percent ($9.90) - Jobbers and Wholesalers 10 percent - ($9.90) - Chain Store Warehouses 10 per cent ($9.90).

October 9, 1933: list price upped to $24; classes increased to seven, three of them subdivided - Mfgs. buying less than 50 M 58 percent (10.08), 50 M or more 60 percent ($9.60), Jobbers and Wholesalers 60 percent ($9.60) - Chains, class A 60 percent ($9.60), class B 58 percent ($10.08) - U. S. Government and Railroads 58 percent ($10.08) - Purchasing Service Cos., "Billed by Us" 48 percent ($12.48), "Billed by Them " 50 percent ($12.00); Dealers, Central Stations, and Contractors 40 percent ($14.40) - Wiring Device Mfgs., for listing; with class A Chains 65 percent ($8.40).

December 21,1933: the same, except discount to Mfgs. purchasing 50 M' or over increased to 65 percent ($8.40).

January 3, 1934: List price dropped to $18 per M'a two classes, one of them subdivided into four quantity groups - Jobbers and Wholesalers 60 percent ($7.20) - All Buyers - less the 10 M 52 percent ($8.64) - 10M' to 50 M' 55 percent ($8.10) - 50M' to 200 M' 50 percent ($7.56) - 100 M to 500 M or over 60 percent ($7.20).

January 25, 1934: One Class - All Buyers any Quantity 60 percent ($7.20).

February 14, 1934, (effective February 13): Two Classes -

Distributors to Mfgrs. buying 50 M or over 60 percent and 5 percent ($6.84) - All Buyers any Quantity 60 percent ($7.20).

February 14, 1934, (effective February 24): Three Classes - Distributors any Quantity 60 percent and 5 percent ($6.84) All Buyers any Quantity 60 percent ($7.20) - Wiring Devices Mfgrs. for listing with Class A Chains 65 percent ($6.30).

February 28, 1934: Three Classes, one of them subdivided into two quantity groups - Distributors any Quantity 60 percent and 5 percent ($6.84) - Distributors to Mfgrs. buying 50M' or over 60 percent and 5 percent ($6.84), less than 50M' 58 percent ($7.56) - Mfgrs. buying 50M' or over 60 percent ($7.00).

March 15, 1934: List dropped to $9.00 per M': Three classes - Distributors to Mfgrs. buying 100M' or over 5 percent and 5 percent ($8.12½) - Mfgrs. buying 100M' or over 5 percent ($8.55) - Jobbers, Mail Order Houses and National Syndicates 5 percent ($8.55)

April 7, 1934: Four Classes - Distributors to Mfgrs. buying 100 M' to 500M' 5 percent and 5 percent ($8.12½) - Mfgrs. buying 100M' to 500M' 5 percent ($8.55) - Jobbers and National Syndicates 5 percent ($8.55) - All Buyers 500M' or over 10 percent ($8.10).

April 13, 1934: Same, except Mail Order Houses added to Jobbers and National Syndicate class.

October 8, 1934: List Price Advanced to $9.40: Three Classes Distributors to Mfgrs. buying 100M' to 500M' 5 percent and 5 percent ($8.4835) - Mfgrs. buying 100M' to 500M' 5 percent ($8.93) - All Buyers 500M' or more 10 percent ($8.10).

An Example of Shifting Leadership

Prices and classifications in the radio wires group are more specialized than in the other groups. The evolution of customer classification is equally interesting, and the shifting relations between "leaders" and "followers" even more so. A skeleton outline summarizing the above has been assembled from the Radio Wire work sheet, Appensix B, Part 2, and is herewith submitted.

Company No. 8 made its original filing on October 6, at a $9.90 list price, setting up seven customer classes, most of the classes large direct buyers with discounts varying from 40 to 60 percent. Companies Nos. 12 and 7 followed on October 26, and November 3, respectively. On November 15, however, Company No. 8 jumped the list price to $12.00, confining its classification to Jobbers and Radio Manufacturers, and Radio Parts Manufacturers, and giving them about the same discount as they received before. Companies Nos. 23, 25, 7, and 12 followed with some minor variations.

On January 31, Company No. 25 returned to a $9.60 list price, selling to all buyers at 60 percent discount. On February 6, Company No. 12, rejecting this new arrangement, adhered to its previous filing which conformed with that of Company No. 8. On February 23, Company No. 8 compromised by establishing a single "All Buyers" class at 68 percent discount but retaining its $12.10 list. On March 5, Company No. 25 stood pat except for the addition of a 65 percent discount to all buyers taking a million feet or more. Company No. 8 finally accepted this plan on March 15. On the same day Company No. 23 accepted the new classification but stuck to the $12.10 list it had held from the beginning.

On March 20, Company No. 25 again stepped out, retaining its $9.60 list but changing its customer classes to manufacturers buying 50M' or more and Jobbers, Mail Order Houses and Chain Store concerns, both at 60 and 5 percent. Company No. 12 followed but non-conformist Company No. 23 still clung to $12.10 list and went back to "All Buyers" at discounts from 60 to 65 percent.

Company No. 8 now altered the entire structure by quoting $8.18 list, (which thereafter was the only list price filed by any company to the end of the period), and selling to all buyers on a quantity basis at premiums or discounts; plus 15, plus 10, list, minus 5, minus 10, and to Jobbers, Mail Order Houses and Chains at minus 5. Companies Nos. 23, 7, 10, and 6 followed in close order, except that No. 23, always independent in one or more particulars, omitted the Jobbers, Mail Order House and Chain classes. The other companies did not change.

This situation stood until July 5, when Company No. 10, a new comer among the leaders, accepted the now generally prevailing classification but increased the discounts to: List, minus 5, minus 15, minus 20, minus 25 and 20 respectively. Nos. 8, 7, and 23 followed immediately (this was the first time that No. 23 had followed in toto). On July 17, however, Company No. 25 reaffirmed the less favorable discounts set up by Company No. 8 on April 16, but which it had not theretofore followed. Companies Nos. 7, 8, 23, and 10 also then made the change.

Freight

Originally, all companies quoted f.o.b. factory, with freight allowed to destination, one hundred pounds or more. In the final filing, all but three companies continue the same terms. These three allowed to National Syndicate Stores full freight on shipments w.o.g. (with other goods) weighing fifty pounds or more and of total value of thirty dollars and allowed full freight on shipments regardless of weight or value to metropolitan New York, Newark, Hoboken, Jersey City, Philadelphia, and Chicago. In the case of one company, the same allowance was made to metropolitan Philadelphia area, Chicago, Cicero, Roseland, Kensington, and San Francisco. For work sheet see Appendix B, Part 2.

Terms of Payment

The original filings quoted terms generally 2 per cent, 10th prox, net 30 to 60 days or some approximation thereof. Exceptions were one half per cent, ten days, net 30, and another five percent 10th prox, net 60. Finally, practically all companies quoted 2 per-cent 10th prox, net EOM. For work sheet see Appendix B, Part 2.

Packing

Packing of various size wires was fairly uniform as indicated from the standard packaging schedule, Appendix B, Part 2. Where a company permitted a customer to require packing different from standard, i.e., spools instead of coils, there was usually a charge of twenty cents per thousand feet in 500 foot spools and forty cents per thousand in 250 foot spools. Where the quantity warranted buying in factory lengths, (usually about 3000 feet) put up on reels, reductions per thousand feet were made depending on standard package size for the wire involved. There were some differences in these charges originally, but finally all companies quoted similarly.

2. Chronological Record of Filings by Companies (Appendix A, Part 2)

Number of Filings

The number of filings per company varied from ten to forty-five. Except for Magnet Wire, more filings per company were made in the Flexible Cord group than in others.

Waiting Period

The majority of filings were made to meet competition and therefore had a short waiting period. Even initiatory revisions were frequently regarded as meeting competition and were not held to the ten day period.

Leadership

Companies Nos. 8 and 25 were very definitely the leaders, although other companies would occasionally initiate changes. Changes were adopted by practically all companies, some immediately and some not for a month or two in a few cases. As a result, on a given date most companies had in effect much the same prices, discounts, and, in general, the same customer classifications. With regard to the customer classifications a number were similar, although varying terminology was used. It is alleged that other members of the Industry were really selling at prices below those which they had on file. These two companies presumably revised their filings to meet these requirements, and consequently although they appeared to be making a price change they were, in fact, meeting competition.

C. Summary

The following may be said with regard to the open price filing experience of the flexible cord group:

1. Relative uniformity of price and amount of discount.

2. Frequency of price change resulting in many filings.
3. Rapid fluctuations in list prices and discounts.
4. Reduction generally in list prices and net prices.
5. Frequent and extensive changes in customer classifications. (Data not available for comparison with pre-code price changes.)
6. More uniform terms of payment and packaging.
7. Initiating revisions made in the majority of cases by two companies.

EXHIBIT A

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION

CODE AUTHORITY FOR THE ELECTRICAL MANUFACTURING INDUSTRY

155 East 44th Street, NRA CODE New York, N. Y.

Designated as the Agency for Administering, Supervising and Promoting the performance of the provisions of the Code for the Electrical Manufacturing Industry, under the National Industrial Recovery Act, approved by President Roosevelt on August 4, 1933.

OFFICE OF SUPERVISORY AGENCY

WIRE & CABLE SUBDIVISION
August 26, 1933.

We, Wylie Brown, Everett Morss, Jr., H. D. Keresey, Alfred Bellis and F. C. Jones, Supervisory Agency of the Wire and Cable Subdivision of the electrical manufacturing industry, appointed in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, by the Board of Governors of National Electrical Manufacturers Association, hereby notify you that we have, pursuant to the authority vested in us by Article X of said Code, determined that it has been the generally recognized practice to sell:

> FLEXIBLE CORDS, as specifically described under (1), (2) and (3) in the attached list -

on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment.

We therefore direct that you as a manufacturer of, or one promoting the manufacture for sale of, all or any of the above products, file with this Supervisory Agency for distribution, as required by said Code, to all other manufacturers of the products specified above, at the office of National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before September 7, 1933, SIXTY copies of your price lists, or price lists and discount sheets, showing your current prices and fixed terms of sale, payment, delivery and any other conditions which affect the sales price on the products specified above.

Show all discounts, terms, etc., either on price lists

or attached thereto and <u>not</u> in a separate letter to the Supervisory Agency.

Very truly yours,

Myke Brown

Everett Morse Jr

H. Donn Kersey.

Alfred Bellis.

F. A. Jones.

Supervisory Agency.

P.S. All packages must be marked FC-8-26 for identification. Your company name and a date must appear on all sheets or sets of sheets furnished this Agency. As typewritten sheets, either original or carbon copies, require first class mail, your price sheets or revisions thereof should be printed or in some form of processing or duplication.

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CHAPTER 4. MAGNET WIRE GROUP

A. The Industry.

1. Product.

Description

Magnet wires consist of a copper core insulated with various materials depending on the proposed use.

Construction Materials.

Materials include copper, cotton, enamel silk, varnish, lacquer, paper and cellophane.

Process.

A machine process consisting of drawing the wire, insulating and spooling.

Variations.

Magnet wire is made in three shapes, round, square and rectangular. Sizes of wire follow the American Wire tables and most companies make a fairly complete line.

Some standard insulations are:

Single cotton covered	Single cotton covered enamel
Double cotton covered	Single silk covered
Plain enamel	Double silk covered
Double plain enamel	Single silk covered enamel

In addition to the standard magnet wire three of the companies manufacture asbestos insulated magnet wires.

Most of the companies manufacture "Litzendraht" commonly known as "Litz" which is a type used for high frequency. Other special construction magnet wires include the following:

Twin conductor wire	Magnet wire tinned
Single cotton	Quadruple cotton covered
Double enamel	Varnished or lacquered
Double silk enamel	Combination of cotton and silk
Triple silk enamel	"Barber pole" textile covered

Due to technical requirements, all wire of a given type must be the same.

2. Companies.

Number. Twenty-one.

Size. The majority of the companies are large, not more than

five or six being in the class of small companies.

Other Products.

Practically all companies of the industry produce other forms of wire and cable and some operate generally in the Electrical Industry.

Location.

Plants are located in the Eastern industrial area.

3. Market.

Use. Magnet wire is used in the fabrication of coils, magnets, and similar electrical devices, manufactured by other members of the electrical industry.

Distribution.

The product is distributed direct to the consumer, usually a manufacturer. Most companies maintain warehouses at points other than the factory.

Location.

The largest market is in the industrial East.

Freight.

Freight is a considerable item to manufacturers due to the physical characteristics of the product.

4. Problems.

The fact that relatively little is added by manufacture and that the operating margin is narrow results in a very fine degree of sensitivity to price change and no individual company can be permitted by its competitors to maintain a material advantage. Thus it is most important to this group that they be constantly possessed of accurate information as to the state of the market and the activities of their competitors.

5. Open Price Filing.

Price Call.

The original price call (Exhibit A) of the magnet wire group was issued September 6, 1933, effective September 17, 1933, and was based on the first paragraph of Article X. of the code of fair competition for the Electrical Manufacturing industry.

Work Sheets.

Work sheets were made showing the original and final price filings for all twenty-one companies, (Appendix B., Part III.). Because of the slightly different structure a separate work sheet was made covering asbestos insulated magnet wire for the three companies in the group manufacturing this product,

(Appendix B., Part III.B). This structure will be discussed separately.

In recording the "Chronological Record of Price Filings by Companies, (Appendix A., Part III.) it was found that it would be sufficient to use the filings of three manufacturers whose records were deemed representative of the method of doing business and the experience under open price filing of the industry. A marked similarity existed between the filings of all companies, many being exact duplicates, except for minor details. Furthermore, the large number of filings per company would have made a very voluminous record.

Because of the numerous types of product and adaptation and the difficulty of computing prices, a special study (Appendix B., Part III. A) was made to illustrate a few representative price differentials for various types of wire.

B. Basic Structure.

1. Original Structure.

Price.

The pricing system in the magnet wire group was to use the base price of copper plus extras in cents per pound for various sizes, shapes and types of wire. To this were added spooling charges and freight. Published freight rates issued by the Hawkins Publishing Company was used by all members of the industry.

The base price in all cases was the same, being the copper price, and the following instructions were given by each company:

"1. Magnet wire base price to be used shall be that reported in the latest issue of the 'Daily Metal Trade' preceding the day quotation is made. The base price is found under the heading 'Copper Wire Products' ".

"2. When the magnet wire base price decreases, all quotations will be decreased upon receipt of telegram from 'Daily Metal Trade' stating the new price or when the new base price is published in the 'Daily Metal Trade' ".

"3. When the magnet wire base price increases, the quotations will be allowed to remain effective until five P.M. the day change in the published base price has been published in the 'Daily Metal Trade'."

"No orders using the base price in effect prior to the increase will be accepted after five P.M."

Extras and spooling charges are somewhat voluminous and complex. Briefly, various extras are added to the base price according to the size and shape of wire, type of insulation, amount of insulation, set-up charge, etc. Deductions and adders from the resulting price may be made on the basis of quantity. After all these computations are made, still further deductions and adders are possible for certain types of wire, (See Appendix B., Part III.A)

The filings of Company No. 1 were found to follow the general pattern. These filings were therefore set up and filings of the remaining companies compared thereto. (Appendix B., Part III.)

Extras Over Base Price

Six items appear under the standard filing representing various construction extras which are added to the base price (copper).

Comparing the original filings of each of the twenty remaining companies, with Company No. 1., it appears that all are practically the same. However, under base price per pound will be noticed that Companies No. 4 and 7 quote 13.875 while the balance quote 13.75. This difference is offset in the factor of freight allowance. Most companies quote from the same group of basing points. Those using the base price of 13.75, note that when certain mid-western basing points are used, the base price is increased to 13.875. Those using the base price of 13.875 note that when the eastern basing points are used, the base price shall be reduced to 13.75. Thus in fact, the base price is the same for all companies.

Quantity - Extras and Reductions

Four items, three quoting extras covering adder for broken packages (less than 200 lbs.), set up charge for less than one reel rectangular wire and per lb. adders for oxygen free high conductivity magnet wire, which is a specially treated and refined product, and one, a reduction of $\frac{1}{2}$ cent per pound on orders 30,000 lbs. or over, are contained under standard filing under this heading. Three of these four items are quoted by all but four companies. The oxygen adders are quoted by only eight companies.

Terms of Delivery

Six items under delivery were generally standard and the delivery terms of each company, with slight exception, included these six. Briefly, the shipping terms were f.o.b. factory orders of less than one hundred pounds, Orders of one hundred pounds and over were f.o.b. basing point.

Terms of Payment

Terms of payment were generally net thirty days from date of invoice; one-half of one percent discount ten days from date of invoice; interest added at the rate of six percent per annum after thirty days.

Wire Prices Extra Over Base

Extras over base for four types and sizes of wires are indicated for the purpose of comparison later in the study. These extras are the same for all companies filing them. (Appendix B. Part III.)

2. Final Structure

The filing of Company No. 1 may still be considered as picturing the pattern so that by comparing the original and final filings of Company No. 1 changes may be determined.

Extras Over Base

The base price has increased to 15.25 cents, an increase of one and one-half cents per pound. Comparison shows that there has been no change in the six items originally filed under this heading.

Quantity - Extras and Reductions

Number of items generally quoted under this heading has increased from four to nine.

Originally, the only quantity deduction was one-half cent per pound on orders of 30,000 pounds or over. Finally, orders of 30,000 pounds or more shipped c.l. received a deduction of one-half cent per pound from the base price, less 5% discount from the total price per pound. Orders of 30,000 pounds or more in l.c.l. received a deduction of one-quarter cent per pound from the base price less five percent discount from the total price per pound. Lots of 15,000 pounds or more which previously received no deduction for quantity are now subject to deduction of one-quarter cent per pound from the base price. Lots of less than 15,000 pounds still carry the base price.

In the final filings recognition is given to the fact that wires of size 25 and finer are not normally ordered in lots of 15,000 pounds or more because of the large lineal footage involved. Therefore, these wires carry a five percent deduction from the total price on orders of 5,000 pounds or more.

The set up charge on rectangular wire in the final structure is the same as in the original except that a reel of two hundred pounds as specified rather than 225 pounds.

In the final structure charges for special spooling were established increasing in amount as the weight per spool decreased. The other extras and reductions were unchanged.

The net result of these changes was first, to reduce the quantities on which premiums were given and to increase the premiums given on quantities originally specified; second, to permit lineal foot orders of small size wire of more than 5,000 pounds to receive a discount; third, new adders for spooled magnet wire were established, increasing as the size of the spool decreased. Practically all companies conform to the standard filing.

Terms of Delivery

In the final structure, terms of delivery have been simplified so that all prices include delivery to destination except orders of less than one hundred pounds which are F.O.B. point of shipment. This change was generally followed by all companies except company No. 10, which company used a modified basing point system.

Terms of Payment

In the final structure, the discount for cash is in amount the same as in the original structure but the time element has been changed so as to cause the discount period to relate to fixed settlement days, instead of being fixed

at ten days. The net date thus provides for approximately twenty-five to forty days instead of thirty from date of invoice. These changes terms of payment were general throughout the industry.

C. Chronological Record of Price Filings (Appendix A. Part III.)

In examining the records of price filing for the magnet wire group, it was noted the filings were very numerous but quite uniform. By compiling a detailed chronological record of the filings made by three companies, an adequate representation was secured.

General.

During the period of price filing, two changes in base price occurred amounting in all to an increase of one and one-half cents per pound. Considering the entire number of filings about eighty percent dealt with extras and deductions, ten percent with delivery, five percent with terms of payment and the balance miscellaneous matters, such as pricing instruction, construction information and changes in base price.

Number of Filings.

Probably more filings per company were made in the magnet wire group than in any other, the average being about fifty to fifty-five filings per company, with a maximum of 80.

Form and Content.

In the original filings some incomplete and vague filings occurred but these were corrected almost immediately and from then on filings were quite clear and complete in all material particulars.

Waiting Period.

About sixteen percent of the filings had short waiting periods of which one-third were to meet competition and the balance, general in nature, covering such matters as construction detail, new items, and changes in the base price of copper.

Leadership

No one company was outstanding in ititiating revisions, practically every company originated one or more changes.

General

Considering the entire number of filings about eighty percent dealt with extras and deductions, ten percent with delivery, five percent with terms of payment and the balance miscellaneous matters, such as pricing instruction, construction information and changes in base price.

In the point of time the pattern of doing business as shown by the final structure did not appear at once but came about through a series of general industry movements. For instance, by November of 1933, there was

a definite trend toward the form of the final terms of delivery, but terms of payment and extras and reductions for quantity do not appear in their final form until may of 1935.

In the chronological record it will be found that many charges for special individual constructions occurred affecting only one or two of the many types of magnet wire. Appendix B, Part 3Q, indicates the various differentials and adders to be used in connection with various wires. Since changes in these differentials and new types of constructions were constantly occurring, it is rather difficult to say whether the general price level was higher or lower at the close of the price filing period. Considering the basic elements in the price structure, the base copper price advanced, the various construction extras despite their numerous revisions so offset each other that they did not bring about appreciable net change, and the quantity discounts which were increased were a factor tending towards reduction in net price. It is impossible even to estimate the effect of the delivery terms

D. Asbestos Magnet Wire - Original Filing Appendix B, Part 3b.

As was stated previously, the three companies manufacturing asbestos magnet wire, operated in a somewhat different manner with respect to such wire. The skeleton price structure is the same as that used for other magnet wires but with different "extras over base price" and "extras and reductions for quantity." Terms of delivery differ from those originally in use for other types of wire but terms of payment are exactly the same.

The method of doing business includes one feature which does not appear in connection with other types of magnet wire, which is that discounts are given to certain types of customers.

Extras over Base Prices.

The items under this head are much the same for all types of magnet wire.

Quantity - Extras and Reductions

Originally two items appear under this heading. The first gives adders for less than full reels, round and square wire graduating according to size of wire and weight of order, and the second gives adders for less than full reels of rectangular wire.

Terms of Delivery

Terms of delivery originally were f.o.b. factory on less than one hundred pounds. Delivered prices one hundred pounds and over appeared east of the Mississippi, including the city of St. Louis, Missouri; west of the Mississippi the terms were f.o.b. factory with freight allowed ninety cents per hundred pounds.

Terms of Payment

Terms followed exactly those used for other types of magnet wire.

Wire Prices - Extras Over Base

On the work sheet showing original and final price structure for asbestos insulated wire, three samples are given illustrating some extras over base.

Discounts

Two of the three companies quoted a ten percent discount to manufacturers, except coil manufacturers, who received five percent discount as did motor repair shops and electrical jobbers. Prices to all other customers were at list.

In addition to the above, one company quoted for appointed distributors a discount of ten and five percent on sales to purchasers including manufacturers using magnet wire in their products for resale, motor repair shops, coil manufacturers and electrical jobbers, and a discount of ten percent on their sales to all other buyers.

Final Filings

Considering the last filings on asbestos insulated magnet wire, six changes have occurred.

(1) The base price increased from $13.75 to $15.00. This final base price is not the same as that for other magnet wire for the reason that the last filing on asbestos insulated wires occurred prior to the increase in the base price of copper from $15.00 to $15.25.

(2) Under "extras and reductions for quantity" in addition to the adders for less than full reels a deduction is now given of three-fourths of a cent per pound from the base price for 30,000 pounds or more CLL. and a deduction of one-half cent per pound for 30,000 pounds or more LCL.

(3) Terms of delivery are now identical with those for other magnet wires and all prices are based on delivery to destination.

(4) Terms of payment continue to follow those in effect for other magnet wires and reflect the changes which occurred.

(5) Wire prices - "extras over base" - as illustrated by the three specimen wires appear to have been reduced.

(6) The system of discounting has been materially changed and is now on a quantity basis for all purchasers. However, wholesalers with sales agreements are given a discount in excess of that offered other types of purchasers for similar quantities. In extent the rates of discount have been increased.

Summation

The net result of these changes was:

(1) to continue the penalty on small orders.

(2) to offer increased premiums for quantity, resulting in a wider price range with lower prices available.

E. Summary

Changes occurring during open price filing, but not necessarily resulting therefrom, may for the magnet wire group be briefly stated:

(1) The average price was probably lower in spite of an increase in the base price of copper, the lowering being due to increased premiums for quantity purchasers.

(2) Shifting of delivery terms from basing point to delivered price.

(3) Increased uniformity of structure.

The magnet wire group is an interesting example because in spite of numerous products and adaptations, the group moved smoothly and without the usual confusion which attended the price filing experience of other groups manufacturing involved lines. Possible the standardization of the product and the narrow mar in between cost of materials and final price and the absence of competing channels of distribution explain to some degree the sensitivity of the group to price variation.

Because of the fact that so many variables of construction cost, quantity discounts, adders and extras affect the price, the group illustrates the difficulty of measuring change in price level.

In the case of asbestos insulated magnet wire their is indicated possibilities in connection with limiting the scope of a price call to a smaller area than that covered by the experiment.

There also occurs in this group a tendency toward further uniformity.

EXHIBIT A

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION

CODE AUTHORITY FOR THE ELECTRICAL MANUFACTURING INDUSTRY

155 East 44th Street, New York, N. Y.

Designated as the Agency for Administering, Supervising and Promoting the performance of the provisions of the Code for the Electrical Manufacturing Industry, under the National Industrial Recovery Act, approved by President Roosevelt on August 4, 1933.

OFFICE OF SUPERVISORY AGENCY

WIRE & CABLE SUBDIVISION
September 6, 1933.

We, Wylie Brown, Everett Morss, Jr., H. D. Keresey, Alfred Bellis and F. C. Jones, Supervisory Agency of the Wire and Cable Subdivision of the electrical manufacturing industry appointed, in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, by the Board of Governors of National Electrical Manufacturers Association, hereby notify you that we have, pursuant to the authority vested in us by Article X of said Code, determined that it has been the generally recognized practice to sell:

> MAGNET WIRE - all sizes and shapes of insulated solid copper wire generally used in the winding of coils, including high frequency or "LITZ" wire -

on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment.

We therefore direct that you as a manufacturer of, or one promoting the manufacture for sale of, all or any of the above products, file with this Supervisory Agency for distribution, as required by said Code, to all other manufacturers of the products specified above, at the office of National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before September 17, 1933, TWENTY-FIVE copies of your price lists, or price lists and discount sheets, showing your current prices and fixed terms of sale, payment, delivery and any other conditions which affect the sales price on the products specified above.

Show all discounts, terms, etc., either on price lists

or attached thereto and not in a separate letter to the Supervisory Agency.

Very truly yours,

Supervisory Agency.

P.S. All packages must be marked MW-9-6 for identification. Your company name and a date must appear on all sheets or sets of sheets furnished this Agency. As typewritten sheets, either original or carbon copies, require first class mail, your price sheets or revisions thereof should be printed or in some form of processing or duplication.

CHAPTER 5

FRACTIONAL HORSEPOWER MOTOR GROUP

A The Industry

The Fractional Horsepower Motor Industry as it exists today is the result of a situation which has come about in the past 10 years. Starting about 1925 the use of Fractional Horsepower Motors increased tremendously by reason of the increased sales of the electrically operated household refrigerator, washing machine, vacuum cleaner, and motorized kitchen appliance, not to mention the individual motorization of plant machinery, the use of electrically driven portable tools and the home work shop. These conditions made it possible for the industry to go into production on a volume basis and after equipping itself to handle volume business it had to have volume in order to protect its investment and to live. At the same time many of the purchasers were developing on such a volume basis that individual contracts assumed tremendous importance.

At the beginning of the price filing era motor sales were at a marked low due to general business conditions. Thereafter the volume increased quite rapidly, due largely to the tremendous jump in sales of household refrigerators.

Members of the Industry

The original Price Call was directed to 47 companies. For the purpose of this study, 4 of the 47 companies have been disregarded because they made non-comparable motors, motors on special order only, or very limited lines. However, the peculiarities of such companies are covered in connection with companies included in the study.

Standard-Non Standard

For purposes of generality the industry can be divided into two sections from the standpoint of price structure; standard and non-standard. There is, however, no distinct dividing line, divergence from the standard being in degree rather than in toto. Since the non-standard companies must be commented upon individually in relation to the standard it is necessary to proceed first with consideration of the standard group.

The usual pattern of price structure in the group is based upon list prices for motors with discounts for carefully defined customer classes, quantities and on specific motors. Within certain of the customer classes, a "multiplier" system is used to provide special treatment for individual companies. Terms of sale and delivery are also included.

1. Price Call - Exhibit A

The original Price Call was issued under date of January 5, 1934, effective January 29, 1934, and based on the first paragraph of Article X Code of Fair Competition for the Electrical Manufacturing Industry. There was specified in some detail the products to be covered and the information

to be filed in connection therewith. There was also issued an amended Price Call exempting sales to purchasers buying annually motors valued at $100,000 or more.

Work Sheets:

Appendix A, Part 4: Chronologic l Record of Price Filings by Companies.

Appendix B, Part 4: Gives original and final filing in detail for each company.

Standard Structure -

After the original filing two major changes were made by standard companies. The first increased customer quantity discounts to resale machinery manufacturers and made a general list price revision slightly upward, but with some decreases on specific motors. This occurred about March 19, 1934. The second major change was generally effective November 5, 1934, and increased customer classification discounts so as to reduce the differential between Class G and other customers.

B. Basic Structure

1. Structure - Original Filing

List Price: Standard and Non-Standard

In order to set up a bench mark to serve as a means of comparing list prices and the effects thereon of the discount structure, the list prices of three popular types of motors were arranged under Columns 1, 2, and 3, Appendix B - Part 4. In scanning these list prices it will be noted that motors valued at $32.50, $32.00 and $37.00 are quoted by practically every company adhering materially to the standard price structure. To continue the original scheme of dividing the group into standard or non-standard companies, we shall, so far as list price is concerned, consider the above mentioned list prices as representing standard and all others as non-standard. In some cases, exactly comparable motors were not available in the price lists of certain companies, and therefore, the motors most closely resembling the specimens were taken.

So as to become familiar with the method of doing business in this group it appears necessary to examine the structure under the original filing. The purchaser or customer classification situation is defined in detail under Note 2, Appendix A, Part 4. This classification was subscribed to by all of the standard companies and was used in part by non-standard companies.

Customer Classes and Discounts

The purchaser classification entitled "Class A Users" were required to pay list prices. Forty companies quoted to this classification, all but 6 of which quoted list price. Of the companies not following, Company #1 quoted only 3 types of motors and offered a 10% discount to Class A Users on a price list comparable to the standard. Company #11 quoted users "net to 20%." Company #22 set up a discount schedule (See Appendix A Par. T4 -

Note R 3) which differed materially from the standard. Company #24 based discount on a value of order basis. Company #26 quoted 30% to all classes for unit shipment of less than 10 motors. Company #31 quoted Class A Users "list to 15%".

For Class B Users it will be noted that practically the same general situation prevails except that Company #40 which quoted Class A Users does not quote Class B.

Class C purchasers (central stations, etc) under the standard structure received a classification discount of 16% from 25 companies. Seven companies quoted other discounts. As to the 3 classes, Company #1 has been consistently different from the standard as have Companies #26 and #31. Companies #11 and #22 who have differed from standard do not quote Class C. In addition Companies 3 and 38 who have been consistently standard now differ. This is typical throughout the entire filing, not only of the specific companies mentioned but generally. In fact a total of 21 companies out of the 43 at some time or other in greater or less degree do diverge from the standard. Other divergences will be noted in that a company does not quote to a customer classification which is considered a part of the standard structure.

For Class D (resale motor dealers havin agreements) a situation similar to th t of Classes A, B and C prevails. However, with respect to the discount grouping, indicated by the symbol DQ, which deals with quantity discount to Class D purchasers only, based upon aggregate net value of orders placed annually, 31 companies quote the DQ classification and all quote on the standard basis.

In Classes E, F and G there is marked similarity to the situation pointed out in Classes A, B, C and D. For the discount grouping GQ which covers discount to Class G purchasers based on dollar volume of order and shipping requirements, 28 companies quoted, all but 2 of which quoted the standard. Company #1 which has thus far been consistently different quotes on the basis of an annual quantity discount to all purchasers. Company #11 quotes only on orders of $10,000 or more.

About the same degree of conformity appears in the other and less important classifications such as Classes H, I and M.

Operation of Standard Structure

The analysis of the original structure will be divided into two parts. First the competitive positions of the various customer classifications under the standard structure and second the competitive positions of manufacturers and purchasers on the basis of deviations from the standard.

Customer Class A may be disposed of by saying that it is the last favored of the customer classifications under the standard structure.

Classes B, C and G though having classification discounts of 10%, 16% and 20% respectively have within the confines of each, competitive levels because specifically named companies are given what are known as multipliers. These always offer discounts larger than the standard classification discount. Taking the B Classification for instance more than 60 specific companies,

named in the filings are quoted multipliers providing discounts ranging from 11% to 22%. Thus purchasers quoted the straight Class B Classification discount of 10% are definitely handicapped.

Customer classification C having a general classification discount of 16% has the same situation with multipliers resulting in discounts ranging from 17% to 22%, but applying to less than 20 companies.

Thus although the standard customer classification discounts for Classes B and C give a larger discount to Class C the use of the multiplier system creates an overlap between Classes B and C in that Class B multiplier discounts range from 11% to 22% and Class C range from 17% to 22%. There are other special discounts but these apply equally to both Classes B and C and therefore competitive positions remain unchanged.

Customer Classification G, manufacturers using motors in their product, which carries a standard classification discount of 20%, also utilizes a multiplier system. This system, which is similar in form to that used in connection with Customer Classifications B and C, applies to about two hundred specifically named companies and offers discounts from 21% to 25%. Thus, Class G overlaps slightly with Classes B and C.

Class G customers also have available a discount based on dollar value of orders and shipping requirements which ranges from 7% on an order of $1500.00 having a shipping requirement of 90 day delivery, unit shipment of 10 or more motors, to a discount of 18% on an order of $10,000.00 or more, shipping requirement of unit shipment of $10,000 or more.

Examining Class G Further, it is found that additional discounts are given on specific ratings of fractional horse power motors. However, this added discount is available to about only one-third of the listed Class G purchasers. These few customers in addition to the multiplier and other discounts, receive on the purchase of specific motors, an additional discount ranging from 3% to 14%.

Customer Class D, has a standard customer classification discount of 17% and an additional discount based on aggregate net value of orders placed annually. This added discount ranges from 1½% on $2500.00 to 7% on $200,000.00 or more.

Comparing Classes B, C, D and G, Class B discunts range from 10% to 22%; Class C range from 16% to 22%; Class D range from 17% to 21.41%; Class G range from 20% to 47.11%.

In connection with the higher ranges of discounts in the four customer classes set out above, certain facts must be noticed and kept constantly in mind in order intelligently to comprehend the availability of these discounts. A specific illustration of the need of such warning is given here in connection with Class G customers. First, in order for a Class G customer to receive the highest total discount $47.11%), he must first be assigned the largest Class G multiplier.(.75), (a discount of 25%). In the average filing, only about twelve companies receive this multiplier. Second, the Class G purchaser must have available the largest possible additional discount on purchases of specific ratings of fractional horse

power motors. Companies receiving the highest possible discount on this basis are seven in number. Only four of the seven however, receive a multiplier of .75 and one of the four is an affiliate of a large manufacturer of fractional horse power motors and would, therefore, not bulk large in outside purchases. Third, even they can obtain the discount only for shipments in quantities valued at $10,000.00 or more.

Customer Class H, covering authorized machinery dealers who are resale outlets for machinery manufacturers (Class G), receive a discount equivalent to Class C.

Customer Class I coveres discounts to educational institutions where motors are used for purposes of instruction.

Class M, Jobbers and Wholesalers, is not a pupular channel of distribution and carries no standard discount. Only nine companies quote.

Terms of Delivery and Payment

In the area of delivery, practically all companies quoted F.O.B. factory, freight allowed to destination, and the usual terms net 30 days.

2. Comparison: Standard and non-Standard Structure

Company No. 1 which does not conform to standard is relatively small and in its original filing covered only three types of motors. To Customer Class A, a discount of 10% is offered except on one type motor. To Customer Classes B , C, E and G, a discount of 20% and 10% is quoted except on one type motor where the discount is 20%. No multiplier list was used except to four purchasers, but all purchasers had available annual quantity discounts ranging from 2% on $1,000.00 to 10% on $25,000.00 or more.

Company No. 3 diverges from standard to Class C purchasers and offers them a discount of 19% rather than a standard 16% and does not quote a discount to Class G purchasers based either on dollar value of order and shipping requirement, or purchases of specific motors.

Company No. 4 quotes only Classes D, E, G and M. Discounts to Classes D and E are higher than the standard discounts and to customers in Class G are available discounts ranging from 25% on lots of one motor to 50% if the customer is carried on a monthly schedule.

To continue the summation of the individual differences appears unnecessary and a short statement would seem to apply the necessary information. This could be in two parts, first that differences from the standard usually offer greater discounts than the standard except that in the case of Customer Classes B, C and G, extra discounts such as are offered by multipliers, purchasers of specific motors, annual purchases andunit orders purchases are usually lacking. Second, the effect of this is that the non-standard companies offer greater discounts to those Customer Classes least favored by the standard companies.

There are, however, exceptions to this, for instance, Company No. 2, which offers Customer Class G purchasers buying less than fifty thousand dollars of motors per year, discounts totaling 56.3% and those over fifty thousand dollars discounts totaling 56.5%.

Among the significant matters are special forms of quantity discount for one class or another sometimes taking the form of discounts for number of motors in the order and at others based on total annual dollar purchases.

3. Structure - Final Filing

In the final structure as compared with the original, the functional Customer Class discounts were increased. The definitions of the various Customer Classes were slightly revised, but no material change was made.

Class A is quoted on a sliding scale from list on orders less than $500.00 to 16% off on orders of $5,000.00 or more. Six companies who quoted list to Class A in the original filing continue to do so.

Since Class B, C and G are those to which most attention is paid in the filings and since they are in some respects related, consideration will be given them as a group. These classes continue to have available the multiplier system which has been revised as to rate and application to specific companies, but not generally. The general Class B standard discount has been raised from 10% to 16%. Classes C and G remained the same as to general classification discounts.

In Class G occurred the most material change. It will be recalled that Class G had available the most favorable multipliers. Class G purchasers, whose purchases from a single company average $2,000.00 or more annually through 1951-54, are now quoted a discount of 25% by seven companies. Furthermore Class G purchasers on the basis of dollar value of order and shipping requirements have available discounts ranging from 20% on a $1,000.00 order, unit shipment $150.00 and completed order in 90 days, to 42% on $16,000.00 order with the same shipping requirements. Discounts are also quoted Class G purchasers on specific motors. Notice that a Class G purchaser can not receive on one order both discount based on dollar value of order and shipping requirements, and the 25% discount on a $2,000.00 average over the 4 stated years.

Operation of Final Structure

The result of these changes to Class G customers has been to make available a discount of 53.6% on the basis of multiplier and dollar value of order and shipping requirements. In addition, there is the additional discount to some Class G buyers on specific motors.

Under the original filing, the maximum discount available on the basis of dollar value of order and shipping requirements was 18%. Finally the maximum discount available based on dollar value of order and shipping requirement was 42%. To reduce this to actual illustration, let us take a motor priced at $37.00 list. Under the original filing, the Class G purchaser must purchase in units valued at $10,000.00 or more, shipped as a unit to receive the maximum discount on dollar value of order and shipping requirements. This would require a purchase of about 275 motors

at $37.00 each.

Under the final structure, purchasing motors valued at $16,000.00 in one order, completing the order in 90 days in unit shipments of not less than $150.00, would require about 435 motors at $37.00 each, the purchaser receiving a discount of 42%. Thus, by the use of an additional $6,000.00 for 90 days, the Class G purchaser, under the final structure, had available a discount much greater than the discount available under the original structure for a purchase valued at $10,000.00 or more, unit shipment.

Thus, as between the original and the final structure, the final structure offers a much higher premium for volume especially to Class G Customers, than did the original structure.

List Price

In the matter of list prices, changes were spotty, some motors being increased and others decreased. Many popular motors were unchanged. For the specimen motors used on the work sheets the changes are predominately upward but seldom more than 10%.

Uniformity Under Final Structure

As to uniformity under the final structure, the situation is much the same as was seen under the original. Most of the same companies continue to diverge, plus a few additional companies who have maintained parts of the original standard structure and added to this parts of the final structure.

Maximum Discount - Customer Class G

Considering now the total possible discounts to Class G purchasers under the original and final standard structures, we see that the original structure offered the Class G customers a maximum discount of 38.5%, not including special discount quoted certain Class G customers on purchases of motors of specific ratings. In the final structure, excluding the same special discount, the total maximum discount possible was 56.5%. The special discount excluded in both cases is the same, and therefore, does not change the picture from the standpoint of comparison.

Comparing the requirements to be fulfilled, in the original and final structures in order to receive these discounts. In both cases, the purchaser must be of the Class G group and must receive the largest multiplier. Under the original structure, in order to receive the highest discount based on dollar value of order and shipping requirement, the Class G purchaser had to order in lots valued at $10,000.00 or more, unit shipment amounting to $10,000.00 or more. Under the final structure, he had to order in lots valued at $16,000.00 or more, unit shipment $150 and complete order in 90 days. Thus, it appears reasonable to say that the final structure greatly increased quantity premiums.

C. Chronology of Change

1. Major Change Effective About March 19, 1934.

Considerable comment has already been made on the original filing and the structure therein set up. In the first major development, generally effective March 19, 1934, the discount to Class G purchasers based on quantity and shipping requirements was materially revised upward. This filing was originated by Company No. 15 and was not within the ten day waiting period by fourteen companies. Subsequently it was met either in whole or in part by twelve additional companies. In addition, all other companies in the group revised their structure in some way or other, as a result of its effect.

2. Major Change Effective November 5 to November 15, 1934.

The major development was also initiated by Company No. 15. The change made was with respect to definition of customer classifications and discounts thereto and is, as explained in detail in Notes 5 and 6, Appendix A, Part 4. Nine companies met the filing within the ten day waiting period and sixteen companies met it in whole or in part thereafter. This filing also caused changes to follow and it will be noted that finally practically all companies have made commensurate revision.

3. Intermediate Filings

Intermediate filings were, for the most part, administrative. That is to say that the filings give directions how to calculate prices, supply information concerning types of motors, add new motors and accessories, change individual motor prices and serve to bring the filings to date. The vast majority of them had a ten day waiting period. It was quite exceptional to find an initiating revision which had been met within the ten day waiting period, and even when found, the content generally related to a fact or condition pertinent to a few companies only. For example, Company No. 10 changed one multiplier, effective August 30; this was met by Company No. 8 within the ten day waiting period, but apparently the change was not of importance to any one else. This might mean a number of things; for instance that the company whose multiplier had been changed was the exclusive customer of Companies Nos. 8 and 10, or it might mean that other companies were already quoting a similar multiplier.

Number of Filings

Considering the number of filings made and the rate of change, filings averaged from five to fifteen per company and a noticeable gap occurs in many instances between January and April of 1934. By and large, the smaller companies made very few filings, sometimes only two and nearly a year apart. Usually in the case of the large companies, after the original flurry there were few filings until the Spring of 1934 when there was considerable activity. After another period of activity in the Fall of 1934 there was a decided drop in the number of filings.

This can be accounted for in some measure by the fact that negotiations were pending between the Supervisory Agency and the National Recovery Administration toward a decision as to whether or not annual purchasers of $100,000.00 or more could be eliminated from the scope of the price call. The Industry was alleged to be seriously concerned about the matter, it being their feeling that the inclusion of this type of

purchaser had a very detrimental effect on the price situation. The outcome of the negotiations was the withdrawal of an amended price call which the Supervisory Agency had issued exempting purchasers as described and the cancellation of the entire price call by the Supervisory Agency.

D. Summary

The major changes in this group were: first, increased premiums for volume; this reflected reductions in price to all customer groups; second, little or no list price change in comparison with the extent of discount revisions.

The waiting period was used in the vast majority of filings. With the exception of the major changes of March and November, 1934, few coincidental revisions were made. Thus, although a complicated structure existed, it apparently made little or no difference whether an initiator was penalized by a waiting period except on major changes.

The stated purpose of applying open price filing in this group was to "do something about quantity discounts". The result of the experiment as to this purpose was obviously not successful and in fact, the cancellation of the price call prior to the Schechter Decision was brought about directly by the further increase of quantity discounts.

EXHIBIT A

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION
155 EAST 44th STREET
NEW YORK

DESIGNATED AS THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY, UNDER THE NATIONAL INDUSTRIAL RECOVERY ACT, APPROVED BY PRESIDENT ROOSEVELT ON AUGUST 4, 1933.

OFFICE OF SUPERVISORY AGENCY
INDUSTRIAL APPARATUS SUBDIVISION

I, Clarence L. Collens, Supervisory Agency of the Industrial Apparatus Subdivision of the electrical manufacturing industry appointed, in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, by the Board of Governors of National Electrical Manufacturers Association, hereby notify you that I have, pursuant to the authority vested in me by Article X of said Code, determined that it has been the generally recognized practice to sell:

> Fractional horsepower electric motors and electrical and mechanical modification, all as hereunder defined and described in Sections (1), (2), (3) and (4),

on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment; or where in respect to any product specified herein it has not been the generally recognized practice so to sell that the distribution and marketing conditions in respect to such products are similar to or the same as the distribution and marketing conditions where the use of price lists with or without discount sheets is well recognized.

(1) Frame sizes on which are given the following standard open ratings, are defined as fractional horsepower motors and indicate the range of frame sizes embraced within the scope of this price call in connection with any of the types of fractional horsepower motors specified in the subsequent section. Only standard and special motors of current design, both new or unused, are to be considered as within the scope of this Price Call.

60 cycle -	3600	r.p.m. -	1	HP ------	1/60 HP incl.
	1800	"	3/4	"	" " "
	1200	"	1/2	"	" " "
	900	"	1/3	"	" " "

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50 cycle -	3000 r.p.m. -	1 HP	-------	1/60 HP incl.
	1500 "	3/4 "	" "	"
	1000 "	1/2 "	" "	"
	750 "	1/3"	" "	"
40 cycle -	2400 "	3/4 "	" "	"
-	1200 "	1/2 "	" "	"
	800 "	1/3"	" "	"
30 cycle -	1800 "	3/4 "	" "	"
	900 "	1/3"	" "	"
25 cycle -	1500 "	3/4 "	" "	"
	750 "	1/3"	" "	"
D.C. -	3600 "	1 "	" "	"
	1800 "	3/4 "	" "	"
	1200 "	1/2 "	" "	"
	900 "	1/3"	" "	"

The scope of this Price Call includes the following standard voltages to the extent that they are applicable in connection with any of the types of fractional horsepower motors specified in the subsequent section:

Single Phase - 110 and 220 volt
Polyphase 110, 220, 440 and 550 volt
Direct Current 32, 115, 230 and 550 volt

In connection with sections (2) and (3) the scope of this Price Call covers merely bare motors without any type of control or standard pulleys but does include solid and resilient bases.

(2) General Purpose Fractional Horsepower Motors - Solid and Resilient Bases - Sleeve Bearing Open Type Continuous Duty Horizontal Operation.

Note - Long hour characteristics are sometimes designated as long annual service characteristics.
Short hour characteristics are sometimes designated as short annual service characteristics.

Single Phase - Capacitor Start Induction Run-Long Hour Characteristics
Capacitor Start and Run (2 Value) Long Hour Characteristics
Capacitor Start and Run (1 Value, permanent split) Long Hour Characteristics
Repulsion Start Induction (or Repulsion Induction) Long Hour Characteristics
Repulsion Start Induction (or Repulsion Induction) Short Hour Characteristics
Repulsion Start Capacitor Run

	Split Phase - Long Hour Characteristics
	Split Phase - Short Hour Characteristics
Polyphase	Squirrel-Cage Induction
D.C.	Direct Current - Shunt and Compound Wound

The split phase motors specified above are definitely limited to that type of split phase motor using or employing a starting resistance winding to split the phase, which winding is cut out by a switch or relay after starting.

The following types of motors are definitely excluded from this Price Call:

Toy Motors
Universal Motors
Series Motors
Shaded Pole Induction Motors

(3) Special Application Fractional Horsepower Motors - Solid and Resilient Bases - Sleeve and Ball Bearing.

Board of Underwriters Class I Group D Motors for Gasoline vending pumps (Intermittent or Short Time Rated)
Propeller Fan (Unit Heater) Motors - Enclosed - Rating based on air drawn over the motor - Continuous Duty - 55o Rise
Centrifugal Fan Motors - Enclosed - Rating based on no air drawn over the motor - Continuous Duty - 55o Rise
Centrifugal Fan Motors - Open Continuous Duty - 40o Rise

(4) Price schedules filed on standard general-purpose motors (Section (2) above) and on the special application motors (Section (3) above) shall be supplemented by additional separate price information giving the charge for, or the basis of figuring, the following modifications, parts or special features:

Electrical Modifications
- Winding for special voltage or frequency
- Other special windings
- Dual Voltage Connections for polyphase motors
- Reversing Motors
- Special Insulation of Windings

Mechanical Modifications
- Special Shaft
- Special Work on Standard Parts
- Special location of terminals
  - Special location of nameplate or drilling for special size nameplate
  - Holding shaft height to special limits
  - Special Machining and/or Drilling and tapping on frame
- Totally Enclosing
- Allowance for Omission of Parts from Standard Motors that have been assembled and tested as complete motors
- Motor parts of standard construction supplied without assembly and test consisting of

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stator, rotor with shaft and brush mechanism or centrifugal switch if any
Round Frame Motors
Motors for Ceiling or Sidewall Mounting
Special Machining and/or drilling and tapping on one end bracket
Special Parts
Special End Bracket
Special Base
Thrust Bearings
Ball Bearings
Ball Bearings one end, Sleeve Bearing other end
Vertical Motors - for End Bracket Mounting
" Ring Base "
" tripod "
Marine Parts

Price information for these additional features would only be shown in connection with the special application motors to the extent that they are applicable.

Prices filed covering additions to be made for special shafts, special mounting dimensions, location and length of terminals and special location of name plates shall not apply to such minor modifications of these mechanical details as are required to meet the corresponding dimensions and details of any competitor's standard listed motors of equivalent types and ratings if the manufacturer so indicates in his filed price schedules.

I therefore, direct that you as a manufacturer of, or one promoting the manufacture for sale of, all or any of the above products, file with me for distribution, as required by said Code, to all other manufacturers of the products specified above, at the office of National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before copies of your price lists, or price lists and discount sheets, showing your current prices to various classes of customers, and fixed terms of sale and payment either regular or deferred, the F.O.B. basing point or points with price differentials, if any, and basis of delivery to other than basing points, including basis of storedoor delivery if given, and any other conditions which affect the sales price on the products specified above.

The following exemptions are made:

(a) Prices covering export sales. Export sales include all sales made for shipment to foreign countries and to the territories and possessions of the United States.

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(b) Fractional horsepower motors which are manufactured by a company for its own use as an

integral part of some motor-driven device, appliance, or machine manufactured and sold by such company, are not subject to the Price Call.

(c) Prices to employees for their own use and not for resale.

(d) Prices covering sales to any other motor manufacturer provided such other motor manufacturer, manufactures not less than seventy-five percent in dollar volume of the motors he sells.

(e) Fractional horsepower motors, as specified in this Price Call, when sold to any purchaser who, for the twelve months ending June 30, 1934, has purchased for resale with machinery or appliances $100,000 net of electric motors of all types having a rating of 15 horsepower and smaller, including any industrial control purchased with such motors and any renewal parts furnished. This figure of $100,000 is based on the aggregate net billings to any such purchaser from all electric motor manufacturers who have been used as source of supply for that purchaser.

Any electric motor manufacturer whose individual net billings to any customer for the period specified have equalled or exceeded the amount specified can immediately qualify such customer for this exemption, provided the name of the customer so exempted is filed with the Supervisory Agency. Where the individual billings of any electric motor manufacturer do not reach this figure but the manufacturer has reason to believe that the aggregate billings of all sources of supply equal the amount specified and the name of the customer is filed with the Supervisory Agency, a check will be made to determine that facts and the manufacturer will be notified accordingly. The Supervisory Agency will, at any time, advise any electric motor manufacturer whether any specified customer has been qualified under the exemption.

Show all discounts, terms, etc., either on price lists or attached thereto, with the same number of copies as specified above, and not in a separate letter to the Supervisory Agency.

All packages must be marked FH-1-5 for identification. Your company name, a date and an identifying section and page number or other identifying notation must appear on each individ-

ual sheet or set of sheets furnished this agency. As typewritten sheets, either original or carbon copies, require first class mail, your price sheets or revisions thereof should be printed or in some form of processing or duplication.

Very truly yours,

Clarence L. Collens

Clarence L. Collens
Supervisory Agency.

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CHAPTER 6

ELECTRIC FANS

A. The Industry

1. Description

Electric fans known in the industry as "Fan motors" are briefly described as electrical devices used for circulating air. A fan usually consists of an electric motor upon the shaft of which is located an arrangement of vanes which when rotated by the motor induces the movement of air. There are few fixed limitations on f an design, the primary object being to secure the greatest circulation of air with the least consumption of current.

Materials

Many materials are used in the construction of electric fans the principal items being steel sheet and wire, brass, iron castings, die castings, copper, insulating and metal finishing materials and molded plastics.

Process

The process varies widely with the type, size and value of the fan. The small size fan designed to be sold at low cost is very often made of metal stampings with the possible exception of a cast iron base. Some small and inexpensive fans have been placed on the market which have the base and motor case made of a molded plastic. Motors used in fans vary in quality from those used in the low cost "price merchandise" fans to the standard merchandise class in which the motor is designed and engineered to a high efficiency of operation.

In the more expensive fans iron castings and die castings are used for motor frames and bases although in recent years steel stampings have replaced iron castings to a considerable extent.

The more expensive fans of the oscillating type require a gear train for the oscillating motion and the gear case and gears are usually die cast, but some machine work is also required.

Practically all of the remaining parts of fans except fan blades and guards are automatic screw machine products. Fan blades are usually made of metal, in which case they are stamped to shape. But they are also made of wood and fabric materials, which require other methods of forming.

Most fans have a safety guard of some kind around the fan blades usually of steel wire, resistance welded or soldered.

Manual operations are in the assembly and finishing operations. The finishing operations vary widely and range from spray lacquering to baked enamel or metal plated finish.

Variations

The electric fans covered by the price call embrace a great many types and sizes. There are four basic types: desk, bracket, ceiling and ventilating. The usual design of desk fan may be used either mounted on a bracket on the wall or as a desk fan since provision is made in the construction to allow the fan blades to be adjusted vertical to or parallel with the base. Ceiling fans are made in a great many designs, types and sizes and are extensively used in commercial application. The usual type includes a hanger by which the fan is suspended from the ceiling. The fan motor is usually larger and of a different type than the desk fan and the fan blades have a diameter of from 2 to 5 feet, usually being made of wood.

The ventilator fans are limited by the price call to such fans "which are adaptions of desk fans and which are for use in free air." Fans installed in kitchens for exhausting smoke and odors from cooking illustrate this latter type.

Probably the greatest volume of fans are of the desk and bracket types. The fan sizes are usually expressed by the diameter of the blades and four common sizes are the 8" , 10", 12", and 16". The price of fans varies with the diameter of the blades which in turn relates to the size and rating of the fan motors. Other variables such as finish, shape of blades and oscillating feature enter into the price.

During recent years many changes have been made in fan design some of which have had considerable effect. It was found that by making radical change in the shape of the fan blades, "flutter" and vibration induced in the blades could be eliminated reducing the noise of the fan considerably. This silent fan has become quite popular. Another design uses loops of a fabric material for fan blades. These blades are held in place by centrifugal force and will not cause injury if interfered with while the fan is in operation. Therefore these fans do not require a guard around the blades.

Since different voltages and frequencies in electric power supply require fans of differing design a complete line of fans requires listing a great many items.

Some companies do not attempt to furnish fans for all applications and power supplies but concentrate on the fans in popular demand. The large electrical companies usually have the most complete line.

Standardization

With respect to superficial appearance there is considerable standardization but differences occur in quality, construction and operation so that while fans may have similar descriptions and motor ratings they are different as to method and efficiency of operation.

2. Companies

About twenty-five companies filed prices but only about one-half of them were active in the fan motor industry. A number after making one or two filings discontinued upon learning that their product was not included in the price call.

Companies range in size, the small ones employing perhaps 250 employees while the large include companies operating generally in the Electrical Manufacturing Industry.

All companies manufacture products in addition to fan motors, many being manufacturers of electric motors.

Location

Plants are located in the Northcentral States.

Market

The use of fans is widespread with the greatest volume concentrated in urban areas.

Fans are a very seasonal product and sales are affected by climatic conditions. There is a general observation in the industry that if the month of June is unusually warm sales will be good, but if June is cool sales will fall below normal.

During the winter distributions are contacted and sales programs worked out. Agreements are entered into between manufacturers and distributors and production schedules are planned based on the expected total sales.

Since there is an appreciable degree of obsolescence plus various expenses in carrying inventory, manufacturers attempt to follow the market as closely as possible. Consequently, production is carried on largely during the winter and spring.

The distributor is the most important channel of distribution and although quotations are made direct to large buyers the distributor often arranges the sale on a commission basis.

Freight

The freight cost is a low percentage of the value of the product and, except in the case of very small orders, is usually paid by the manufacturer.

Problems

One of the serious problems facing the industry was the introduction of the low priced fan retailing at little more than $1.00. Prices on high grade merchandise apparently were not affected, however, because the cheap fan developed its own market without considerably penalizing the high grade merchandise, though it undoubtedly cut into the sales of what had been previously its lowest price class. This was probably due to the fact that although there was a very wide difference in price, the comparative value of the two types was readily apparent and the purchaser knew that in buying the cheap product he was getting less satisfactory performance.

The growth of air conditioning has made some inroads on the fan business and may be an increasing threat.

3. Price Call

The price call was issued December 19, 1933, effective January 3, 1934, and covered desk, bracket, ceiling and those ventilating fans which were adaptations of desk fans and used in free air. (Exhibit A)

4. Work Sheets

Appendix A, Part V, presents a chronologically arranged record of the price filings of the companies covered.

Appendix B, Part V, presents 2 work sheets showing list prices and discounts to customer classes together with delivery and payment terms on representative types of fan motors.

The filings of 12 companies were analyzed as these offered the only series of filings which were sufficiently complete to be useful.

B.- Basic Structure

1. Original Structure - Appendix B Part 5

Price

Most quotations are on the basis of list price but some few manufacturers, especially those selling fans in the lower price brackets, quote on a net basis. In work sheets 3 types of fans were used to illustrate list prices, an 8" and a 10" stationary fan and 1 oscillating fan. Of the 12 companies, 8 had list prices for the three fans, respectively, at $4.60, 12.95,and 22.50. None of the others had a complete line, and three appear to have 8" fans of a much cheaper grade.

Customer Classification and Discounts

There are two types of customer: Users; and Resellers. The same general pattern of customer classification is widely employed in the industry.

Users are quoted under the following names:

1. Consumers
2. Government
3. Commercial users & hotels
4. Institutions

Resellers are quoted as:

1. Chains
2. Dealers
3. Department stores
4. Distributors
4a. Distributors Consignment.
5. Jobbers
6. Public Utilities
7. Resale Machinery Manufacturers

In the original filing, the highest discounts were to distributors and jobbers who received 50% discount on outright purchases and 40-10-3% on consignment. Practically all other accounts had available a maximum discount of 35 and 5%, but it was required by some companies that the order be $50.00 or more in value, and by others that 50 fans or more be purchased to obtain this discount.

All accounts except chains, distributors, Government and institutions had available a quantity discount based either on value or number of items of outright purchase. Consumers, Commercial Users and Hotels are quoted on the basis of the number of items purchased up to 50, and dealers, department stores, public utilities are quoted discounts on the basis of more or less than $50.00 value of order. Discount for given quantities may vary for different customers classes, for example, consumers pay list on orders of 1--5 fans while industrials are given a discount of 25% on similar orders. Resale machinery manufacturers are

also quoted on the basis of more or less than $50.00, but in addition are given a discount on 100 fans equal to that given for consignment, (40-10-5). All the quantity discount schedules are very simple, never having more than three size groups.

Exceptions to the foregoing occur usually in connection with the companies selling lower price fans and in this price class fewer customer classifications are quoted.

Freight Terms

Delivery terms are fairly uniform. Six companies quote f.o.b. destination distributors warehouse city for 100 lbs. or over, and f.o.b. point of shipment less than 100 lbs. Points other than distributors warehouse city are quoted f.o.b. shipping point, except that orders of not less than 50 fans and shipments to chains, commercials, or industrial organizations are quoted f.o.b. destination.

Five companies quoted similarly but omit quoting shipments to points other than distributors warehouse city. Two companies quote f.o.b. factory, one f.o.b. destination and one f.o.b. jobbers warehouse point, lots 300 lbs. or more, lots less than 300 lbs. f.o.b. point of shipment.

Terms of Payment

Terms of payment are generally 2%, 10 days, net 30 days or some approximation thereof with one company offering thrity-nine days extra, west of the Rockies, and two companies quoting varying terms to different customer classification and consignment accounts.

2. Final Structure

Price [illegible]

In the final structure most fans are still quoted on the basis of list price, among the specimen fans used in the work sheet the 8" fan has generally been reduced from $4.60 to $3.95, while the others remain at the previous list.

List prices for low price fans are hard to follow because fans of this type are constantly being dropped from the catalogue to be replaced by others, but whereas 3 companies had previously quoted below $4.60, the final filings show 4 quoting below $3.95.

Customer Classification and Discounts

No new customer classifications appear in the final structure although manufacturers have shifted somewhat as to the channels to which they quote.

In the User Group, Consumers, Commercial Users and Hotels are no longer quoted quantity differentials according to the number of fans purchased, but are now given a flat discount about 7½ to 8% below the most favorable discount quoted originally. Discounts to Government accounts continue on a functional basis but were increased about 13% to 18% while discounts to institutions were for the most part reduced 7½% to 8%. In connection with Company No. 7, the discount of 55% quoted to institutions, Government, distributors, dealers and consumers is on "close out" items only.

In the reseller group, discounts to chains have been generally reduced about 7½%, except on the lower priced fans where discounts have been increased. Department stores and public utilities no longer have quantity differential according to the value of order but are now quoted a straight discount which varies from 35 and 5%, the most favorable previous discount, to 55 and 5% on one low priced fan. Dealers have also been taken from a quantity differential on value of order basis and given a straight discount equal to that given public utilities.

Discounts to distributors, including jobbers and wholesalers, have been increased by the addition of an added 5% discount in connection with Government orders.

The discount basis for resale machinery manufacturers has been changed from a combination value of order and number of fans basis to a basis of more or less than 100 fans.

Freight Terms

Terms of delivery remained about the same except that seven companies now quote Government inquiries f.o.b. destination regardless of weight.

Terms of Payment

Terms of payment continue generally 2% ten days, net 30 days, but with some new exceptions, such as Companies No. 11 and 12, quoting 2% ten days, net 60, on shipments to points other than distributors warehouse city.

3. Comparison of Original and Final Structure

(1) The general form of the structure remains the same.

(2) Discounts based on quantity and value of order almost entirely eliminated, except to resale machinery manufacturers.

(3) List prices on higher grade standard items have, for the most part, remained the same but lower net prices are applicable to some customers, due to having available a straight functional discount larger for small orders than originally. On the other hand, to these same customers prices have sometimes been increased on larger orders, likewise due to the elimination of quantity premiums.

(4) Some customer groups now have lower prices because of increased discounts.

(5) Terms of payment and delivery show little change.

(6) The relative competitive position of customer classifications remains about the same with the exception of Government inquiries, which are now quoted discounts equal to distributors.

(7) The impact of the cheap fan motor is evident in the fact that list price has been reduced on about 8" fans.

4. Chronological Record of Price Filing (Appendix A Part 5)

Number of Filings

About an average number of filings were made in this group, averaging from about 15 for large to 1 or 2 for small companies. The maximum number of filings made by any one company was 26.

Form and Content

Many of the filings were exceedingly poor in form and the contents vague and difficult to follow due to incomplete statements regarding terms of sale, application of discounts and description of product. There was little or no improvement under experience.

Waiting Period

The waiting period was seldom used to meet competition. These filings which had short waiting periods had to do usually with construction details and similar matters.

General

One factor which makes it troublesome to follow many of the filings, is that manufacturers are almost constantly changing lines by closing out old types and introducing new. Another source of difficulty occurs in the matter of deviation from standard. A standard fan may be changed slightly or materially and while it still retains its original identification and type, it may or may not be the same competitively.

This problem constituted one of the major difficulties under price filing, especially in meeting Government specifications. In such cases, the specifications might require the elimination of some item of standard equipment on a given fan, such as the attachment cord. With this as an excuse, the item was considered by some companies to be "tailor made", not covered by price filing, and therefore to be sold at any price. Most of the reductions in price made on this score were questionable on the ground of the actual saving involved. For example, in the case of a specification eliminating attachment cords, it is not completely accurate to deduct merely the cost of the attachment cord because since the fan must be tested, the fan must be hooked up, given a test run and then disconnected.

C. Summary

The record of the open price filing experience in the Fan Motor Group is unusual in one material aspect, and that is that there occurred a very definite trend away from quantity discounts. It will be noticed that in most other groups studied, quantity discounts expanded either in scope or effect.

In the Fan Motor Group, as in others, it will be noted that there are competitive units within the group and that sensitivity to change is in many cases confined within such competitive units, being particularly evident among low price fans.

In connection with the form and content of filings, we are again forced to the conclusion that too little attention, perhaps because of lack of authority, was given to requiring that the filings be complete and adequate not only as to prices and discounts but also product description, cancellation of previously filed terms and adequate defining of customer classification.

EXHIBIT A

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION

155 EAST 44TH STREET
NEW YORK

IN REPLY PLEASE REFER TO

DESIGNATED AS THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY, UNDER THE NATIONAL INDUSTRIAL RECOVERY ACT, APPROVED BY PRESIDENT ROOSEVELT ON AUGUST 4, 1933.

OFFICE OF SUPERVISORY AGENCY
APPLIANCE PRODUCTS SUBDIVISION

December 19, 1933.

I, Walter M. Stearns, Supervisory Agency of the Appliance Products Subdivision of the electrical manufacturing industry appointed, in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, by the Board of Governors of National Electrical Manufacturers Association, hereby notify you that I have, pursuant to the authority vested in me by Article X of said Code, determined that it has been the generally recognized practice to sell:

> ELECTRIC FANS - which embrace electric fans of the desk, bracket and ceiling types, and those ventilating fans which are adaptations of desk fans and which are for use in free air

on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment.

I therefore direct that you as a manufacturer of, or one promoting the manufacture for sale of, all or any of the above products, file with me for distribution, as required by said Code, to all other manufacturers of the products specified above, at the office of National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before January 3, 1934, FORTY-EIGHT copies of your price lists, or price lists and discount sheets, showing your current prices and fixed terms of sale and payment to your various classes of trade on the products specified above.

The following exceptions are made:

(a) Prices to your employees for their own use
(b) Prices covering export sales
(c) Prices to other manufacturers of electric fans.

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REGISTRATION NO 1000

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Show all discounts, terms, etc., either on price lists or attached thereto and not in a separate letter to the Supervisory Agency.

Walter M. Stearns

Supervisory Agency.

P.S. All packages must be marked F-12-19 for identification. Your company name and a date must appear on all sheets or sets of sheets furnished this Agency. Price sheets, or revisions thereof should not be typewritten, either original or carbon copies.

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Chapter 7

ELECTRIC ARC WELDING APPARATUS

A. The Industry

1. Development

The principles of electric arc welding are not particularly new but their application to commercial welding today is the result of progress made in the past ten years. Among the fields in which arc welding is used are: ship building, bridge and general construction involving the use of steel and, of late years, in industries where frames and forms can be shaped from sheet or standard shapes and joined by welding. This latter use has made material inroads on the work of pattern shops and foundries.

Number of Companies

About twenty companies manufacture arc welding apparatus. The product is engineered and to a large extent fabricated by members of this group, and is susceptible of many modifications in the form of special attachments and extra equipment. In addition there are special purpose uses which require a somewhat "Tailor-made"unit. It is not a product which can readily be sold against future possible use, rather is it sold to meet an existing requirement or as often happens the manufacturer ferrets out a new use and attempts to introduce his product for trial.

As between the products of the various manufacturers there exists a comparison in that a product of given type and price will be practically the same in general construction and performance, differing only in detail. For example, the specimen 200 Amp Stationary Welder used (Appendix B, Part 6), sold generally for $550 and was quite similar for all producers.

Problems

Lower cost to the user and more rapid construction are among the main sales features. Among the problems encountered, the matter of overcoming the almost universal resistence to change in method of Production looms large. For example: In advocating the use of wholly welded structures such as bridges and steel frame buildings the matters of securing architectural and municipal approval are common obstacles. There is also the objection of craftsmen who see their trade endangered by a new process, as in the case of riveters who see possibility of wholly welded structures eliminating the riveter. One of the latest ships built for the Navy has less than 100,000 rivets whereas previous ships of the same type had many times that number.

Acceptance

Those in charge of production in industry do not care to undertake the expense and trouble of training employees in a new art especially if employees skilled in the process to be

replaced are available. To meet this situation the Industry has issued books and instructions on the practical phases of electric arc welding and has cooperated to train employees. The rapid development of the product has created a high rate of obsolescence and with it the problem of the "trade in," which results in some rather ludicrous "sales." One fairly authentic case cites two manufacturers involved in spirited bidding that included trading in some old equipment which had been standing exposed to the weather for some little time. After bids and counter-bids with the purchaser goading the contestants on, the successful bidder wound up by practically "swapping" the new equipment for the old and obsolete. Electric arc welding equipment sells at prices ranging from about $300.00 to $3500.00, and up. The relatively high unit cost coupled with the fact of it being a comparatively new product led manufacturers to encourage new users by offering trials and demonstrations, deferred payment, rental and rental purchase plans. Prior to price filing the variance among the terms and conditions of plans offered by the various companies made it difficult to know the actual market price. Thus in order to sell his product effectively a manufacturer in addition to pushing the quality and performance had to sell his plan of handling the particular account in competition with the plans of other manufacturers.

Trade ins

Deferred Payments Rentals - Demonstrations and Guarantees

2. The Price Call (Exhibit A)

In 1933 the Industry was at a low point both in sales and employment. Estimated sales dropped from a peak of eleven and one-half million dollars in 1929 to a low of four and one-half millions in 1932. Sales were somewhat improved in 1933 with an estimated total of seven and one-half millions of dollars. The purpose of issuing the price call was to attempt stabilization of prices and to bring in the open all the various factors of payment, rental, demonstration, etc., which went to make up price. The original price call was issued October 19, 1933, effective October 29, 1933. This call exempted prices to re-sellers and for export.

The Industry did not include "trade ins" under open price filing because they felt that the regulatory measures available through NRA were insufficient.

In November 1934 it was found necessary to supplement the price call emphasizing the necessity of including all types of equipment with adequate descriptive and technical information.

Work Sheets

1. Appendix A, Part 6 -
   Chronological Record of Price Filings by Companies.
2. Appendix B, Part 6 -
   Original and Final Price Structure.
3. Appendix B, Part 6a -
   Deferred Payment, Rental and Rental Purchase Costs Original and Final.

B. Original Price Structure

The original price structure shows (Appendix B, Part 6) that as of the inception of open price filing there was little or no uniformity as to structural content. Eleven companies offered a deferred payment plan, only three offering the same plan. Fourteen companies used a rental or rental purchase plan. Eight companies using one plan, three another, and three still another. In pricing a standard set of welded accessories seventeen companies quoted $40.00, one company quoted from $25.00 to $150.00, depending upon the rating of the machine, and two companies did not quote on a standard set. The uniformity here is probably due to the fact that a more or less standard set was sponsored by the National Electrical Manufacturers' Association, prior to NRA.

Discounts

Two companies quoted discount of 33 1/3% to Educational Institutions.

Terms of Payment

Terms of payment were quoted net 30 days by fifteen companies, 2% ten days, net 30 days by four companies. One company did not file cash discounts or terms of payment.

Delivery Terms

Delivery terms of twelve companies; f.o.b. factory, freight allowed; six companies quoted f.o.b. factory, and two quoted f.o.b. freight allowed, except on tractor types which were quoted f.o.b. factory.

Demonstration Plans

Nine companies did not offer a demonstration plan; five offered 30 days one machine of a given rating; three offered 30 days; two offered 30 days, customer pays freight; and one company stated that demonstration was allowable, subject to the division manager.

Guarantee

Eight companies filed no guarantee; four offered 12 months; six gave 12 months, except on gasoline engines or other purchased parts carrying makers' guarantee, four companies quoted 12 months material and workmanship, and two guaranteed to meet NEMA Standards.

C. Final Price Structure

In the final price structure more uniformity exists. Seventeen companies offered a deferred payment plan, fourteen using exactly the same plan. In rentals fifteen companies used the same plan.

Accessories in standard sets continued to be quoted as in the original filing.

Terms of Payment

Terms of payment are now quoted, net 30 days by seventeen companies; one company offers 2% and another 1% for payment in ten days, net 30 days, and one company still does not file terms of payment.

Delivery Terms

Delivery terms have remained substantially the same, except that one additional company quotes "f.o.b. factory, freight allowed," and one company instigated new terms of "f.o.b. factory, freight prepaid."

Demonstration Plan

Eight companies still do not file a demonstration plan, but the remaining twelve all offerred the same plan, which was 30 days, one machine of a given rating.

Guarantee

Guarantees are now offered by thirteen companies, twelve of which quoted 12 months, material and workmanship, two of the twelve limiting the guarantee on gas engines to 30 days, and two not guaranteeing gas engines and accessories which carry the guarantee of the maker. The remaining company guaranteed to meet NEMA Standards, no time specified. Thus a marked trend toward uniformity has occurred in four important elements in the final price structure:

1. Deferred payment plans.

Seventeen companies now offer a deferred payment plan, whereas originally eleven companies offered a plan. Originally nine plans were offered of which one was used by three companies and the balance subscribed to by individual companies. Finally, there were four plans, of which one was used by fourteen companies, and the remaining three used by individual companies.

2. Rental and rental puchase plans.

Originally fourteen companies offered a plan, finally fourteen companies. At first, eight companies used one plan, three used a second, and three a third. Finally, fifteen companies used a plan originally used by three companies; two companies used a

plan previously used by three companies, and one company offers a plan not found in the original.

3. Demonstration plans.

At first eleven companies offered demonstration plans, finally twelve companies, originally four different plans were used, finally only one plan.

4. Guarantee.

The number of companies offering guarantee increased from twelve to thirteen, with twelve of the thirteen offering practically the same guarantee.

5. Price.

Price changes were frequent and were brought about by raising and lowering list price. Most of the changes involved only a few items, it being a comparative rarity to find a price change affecting the entire line of a company. A bare majority of the list price changes were in the nature of price reductions and it is probable that more individual items were reduced than increased in price.

Similarity of list price may at first glance appear odd in view of the apparent elements of individuality and quality of the product. However standard welding apparatus does not have nearly so many deviations as do a number of other products and in fact product comparison may often be made accurately on the basis of performance. Furthermore some flexibility exists under open price filing because of the fact that information regarding trade-in allowances was not required under the price call.

Reference to the compilations on total purchase prices under deferred payment and rental purchase plans will indicate that finally it was easier to purchase and that the cost of financingwas not, on the average, as high as under the original structure, interest charges being reduced generally to 6%. Originally five companies required more than 20% down. In the final filing all except two quoted 20% down, the two exceptions requiring 30% and 33 1/3%. It is interesting that in the proposed supplemental code submitted by this group but never approved by FRA, a proposed Uniform Sales Plan contained exactly the standard conditions of the final structure.

D. Chronological Record of Price Filings by Companies - Appendix A, Part 6

In analyzing how the trend toward uniformity occurred the following points emerge:

First: Each company changing an element moved from its original position to its final without any intermediate

change. In practically every case only one change per company was made in each element.

Second: The changes did not occur at the same time for all companies. In the case of the deferred payment plan changes occurred from February 1934 to February 1935.

Third: New plans are rare. Plans used by one or more industry members in the original filing become the standard.

At the outset of open price filing the policies of certain companies gave them advantage, as for example Company #6 in its original filing quoted Government specification at prices equal to those for standard equipment of equivalent rating. In addition the standard equipment of this company was quoted at prices lower than comparable items of other Companies.

This was a distinct advantage during the early days of price filing because Government schedules, especially Naval, offered the best market. To offset the advantage held by Company #6 and at the same time to preserve price levels on standard items competitors split their filed prices into two groups: 1. Prices to Government and 2. Prices to others. This arrangement enabled competition with Company #6 in the active market (Government) and at the same time permitted prices to be held firm in quiet markets. As a result of this move on the part of competitors Company #6 initiated price increases which in turn were followed by competitors.

Number of Filings

A total of 218 filings were made, of which 67 had waiting periods less than ten days. Of the 67, twenty-eight filings made by fifteen companies had short waiting periods approved by the Supervisory Agency. These included cases where in the judgment of the Supervisory Agency nothing was to be gained by a waiting penalty, as in the case of construction detail, emergency requirements of Government schedules, and in a few cases increase or decrease in price. Of the remaining filings with short waiting periods, thirty-nine in number were filed by twelve companies to meet competition. This would indicate that the waiting period was not frequently utilized to meet initiating revisions. The average number of price filings per month was 10.8. This is slightly more than one filing per company each two months. The number of filings for each company over the eighteen months of price filing varies from two to twenty-two. Incidentally the small companies make few changes in price. This may be explained by the fact that the value added by manufacture and the margin of operation were sufficient to desensitize the industry to all but major price movements. This is not the only possible reason. It may have been that at the time of a particular initiating revision no one was selling. However, when and if sales possibilities occurred these apparent laggards ventured to bring their filings up to date.

Government Business

As an indication of the importance of Government business during open price filing note that 75 filings were made to that market. This is about 35% of the total filings made.

E. Results of Open Price Filing.

Probable results of open price filing as indicated by the record are:

1. Trend toward Uniformity of Structure by members of the group.

2. Generally lower published list prices.

EXHIBIT A

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION

155 EAST 44th STREET
NEW YORK

DESIGNATED THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY.

IMPORTANT LETTER IN RE: PRICE LISTS. OFFICE OF SUPERVISORY AGENCY FOR

Industrial Apparatus
Classification
October 19, 1933.

Gentlemen:

I, Clarence L. Collens, Supervisory Agency for Industrial Apparatus under the Code for the Electrical Manufacturing Industry, approved by the President on August 4, 1933, hereby determine that, in the Welding Apparatus branch of the industry, it has been the generally recognized practice to sell Welding Apparatus on the basis of printed net price lists or price lists with discount sheets, containing fixed terms of payment. Therefore, in accordance with Article X of said Code, within ten days from October 19, 1933, every manufacturer of arc welding apparatus coming under said code is required to file with me at the office of NEMA, 155 East 44th Street, New York, N.Y., a net price list, or a price list and discount sheets, showing his current prices, fixed terms of payment, both regular and deferred, free delivery point or points with basis of charge to other delivery points, or for store door delivery, and other conditions of sale affecting price, on the following Arc Welding Apparatus:

1. Standard Single Operator Welding Sets:

Of 100, 200, 300, 400, 600, and 800 ampere ratings

Including 220, 440, and 550 volt A.C. and 115, 230 and 550 volt D.C. motor drives

All one hour, 50° C. rise, 40 volt arc.

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Also prices on belt driven and gas engine driven single operator welding sets of the same ratings as indicated above for motor driven welding sets.

2. Standard Constant Potential Multiple Operator Sets:

Of 500, 750, 1000, 1500 and 2000 ampere ratings

Including 220, 440, 550 and 2200 volt A.C. and 115, 230 and 550 volt D.C. motor drives.

3. Standard Accessory Boxes for the Welding Apparatus Sets specified.

4. Single Operator Welding Sets meeting, and of the types, sizes and ratings specified in Navy Tentative Specification 17W1B, dated September 18, 1933.

Prices to distributors and other resale customers are exempted and are to be excluded from the price data to be filed, but the price data filed shall include that to all other classes of customers. Prices governing export sales, whether direct or indirect - that is, for ultimate shipment outside the United States, except to its territorial possessions are also exempted and excluded from the price data to be filed.

I also direct that price data be filed covering the basis under which Welding Sets of the Single Operator and Constant Potential Multiple Operator types of the ratings specified above are rented.

In filing this price data with me, kindly send me twenty complete sets of each for distribution.

Very truly yours,

Clarence L. Collens

Clarence L. Collens,
Supervisory Agency.

CLC/ATF

P.S. Show all discounts, terms, etc., either on price lists or attached thereto and not in a separate letter to Supervisory Agency. Kindly mark all packages WA-10-19 for identification.

EXHIBIT A

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION

155 EAST 44th STREET
NEW YORK

DESIGNATED AS THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY, UNDER THE NATIONAL INDUSTRIAL RECOVERY ACT, APPROVED BY PRESIDENT ROOSEVELT ON AUGUST 4, 1933.

OFFICE OF SUPERVISORY AGENCY

INDUSTRIAL APPARATUS SUBDIVISION

November 6, 1934.

Superseding WA-10-19 issued under Date of October 19th, 1933.

I, Clarence L. Collens, Supervisory Agency of the Industrial Apparatus Subdivision of the Electrical Manufacturing Industry, appointed in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, by the Board of Governors of National Electrical Manufacturers Association, hereby notify you that I have, pursuant to the authority vested in me by Article X of said Code, determined that it has been the generally recognized practice to sell:

ARC WELDING APPARATUS and ACCESSORIES - more particularly described under paragraphs (1), (2), (3), (4), (5) and (6)

on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment.

(1) Standard new and unused stationary and portable single and double operator welding units of current design, of 100, 200, 300, 400, 600 and 800 ampere ratings including 110, 220, 440 and 550 volt A.C. and 115, 230, 550 and 400/650 volt D.C. motor drives.

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Also prices on belt driven and gas engine driven single operator welding sets of the same ratings as indicated above for motor driven welding sets.

(2) All of the above prices shall be based on units conforming to the proposed NEMA standards (one hour, 50 deg. C rise, 40 volts, against resistance load) with variations in prices, if any, for any modifications of rating, in which case price lists shall clearly show the rating basis in terms of current voltage, temperature and time.

State which of the following items are regularly furnished under filed prices for standard units with sufficient description to identify these items as to type and purpose to the Supervisory Agency and to all manufacturers of similar types of welding units. The Supervisory Agency considers the following as an essential informational part of the prices filed under this price call and where items listed are not mentioned on manufacturers filed price sheets they will not be considered as a regular part of that manufacturers standard unit.

I Motor Generator Arc Welders

(A) Motors - AC State synchronous speed, volts phase and frequency. State whether reconnectable at motor terminals 220-440 volt and vice versa.
Motors - DC Volts and approximate full load speed.
Motors - AC-DC Motor amperes at 220 volt AC or 230 volt DC with full rated generator load.

(B) Motor Started stating: Whether overload or undervoltage features included, whether manual or magnetic with push button, whether for full or reduced voltage start.

(C) Generator - Rating - in terms of current, volts, temperature and time.
Range per NEMA proposed standards from 30% normal amperes at 25 volts to 125% normal amperes at 40 volts.

(D) Generator Control Stating provision for:
1. Adjustment open circuit volts
2. Adjustment output amperes
3. Instrumental readings of volts and amperes
4. Reversing polarity
5. Other features if any

(E) Auxiliary Power - if stated it is supplied as standard at filed prices state amount and kind, AC or DC and voltage frequency and phase at which supplied.

(F) Weather or dirt protective provisions
a. Open construction
b. Drip proof
c. Other provisions

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(G) Lifting Lug bale or eye

II Belt or coupling drive welder generator only with control means.

a. As described under Motor-Generator Arc Welders (paragraphs C, D, E, F and G)
b. State whether price includes base, pulley or coupling.

III Engine Driven Units
a. Generator-Generator Control and auxiliary power as described under Motor Generator Arc Welders.
b. Engine - Number cylinders, capacity at and Operating speed, magneto ignition, battery ignition, self starter.
c. Mechanical features such as type of skids canopy and weather protection, lifting bale.

(3) Standard Constant Potential Multiple Operator Sets:

Of 500, 750, 1000, 1500 and 2000 ampere ratings
Including 220, 400, 550 and 2200 volt A.C. and 115, 230 and 550 volt D.C. motor drives.

(4) Show on price lists extra charges for and a description of any of the following items that may be offered as added features to the units listed in Section 1. Where not offered as standard equipment also show extra prices for any of the features listed under Section 2.

I Motor Generator Sets

a. Auxiliary power - State amounts, kinds, AC or DC, voltage frequency and phase at which supplied and prices for each - suggested standard amounts 1 k.w., 2 kw., 3 k.w., 5 k.w.
b. Automatic Remote Control for:
1. Starting and stopping
2. Increasing and decreasing welding arc heat
c. Running Gear
1. Standard Portable feature
2. Standard rubber tired portable features
d. Canopy
1. Navy Type
2. Other types if any

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II Belt Driven Units
a. State as additions or deductions from listed unit prices for pulleys, sliding base, or coupling
b. State additions as in I on Motor Generators immediately above additions for:
1. Auxiliary Power
2. Automatic Remote Control

III Engine Driven Units
- a. Auxiliary Power as in I with additional engine capacity when necessary.
- b. Automatic Remote Control as in I
- c. Running Gear, 2-3 and 4 wheel type.
  1. Small shop type suitable for moving over cement or other smooth floors
  2. Large Diameter Outdoor type wheels steel with wide rims
  3. Large Diameter outdoor type wheels solid rubber tired
  4. Large Diameter Pneumatic tired wheels
  5. Spring mounting for any of the above portable gear
  6. Sand Rims
  7. Drawbar - handle or towing eye
- d. Automatic Idling Control

IV Standard and special set of accessories sold on same order as the welder.
A listing of what a standard set of accessories consists and prices at which items may be omitted and additional ones supplied.

1. Protective Head Gear
   - a. Helmet - Type or catalog number
   - b. Handshield " " " "

2. Electrode Holder
   - a. Metallic Arc - Type or Catalog number
   - b. Carbon Arc
   - c. Sizes of rods or carbons with which A & B may be used.
   - d. Soldered or clamp connection

3. Scratch Brush

4. Cable
   - a. Number of and lengths furnished standard
   - b. Size to nearest B & S gauge for electrode holder and extension cable and ground cable
   - c. Price additions and deductions for changed lengths or cable or changed sizes of cable.

5. Whether or not a complimentary set of electrodes is included in standard and/or special sets of accessories.

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V Extra charge filed as required under Section (4) hereof covering any specified items shall not apply where, in quoting on welding apparatus under definite specifications, the specifications call for any such item regularly supplied by any other manufacturer on standard commercial welding units of current design, as

disclosed by his filing under the requirements of Sections (1) and (2), provided the manufacturer so quoting has so indicated in his filed price schedules. This same exemption waiving extra charges under the conditions specified also applies to any item not listed under Section (4), but which may be disclosed by any filing under the requirements of Sections (1) and (2) on standard commercial welding units of current design.

(5) Single Operator Welding Sets meeting, and of the types, sizes and ratings specified in Navy Tentative Specification 17 WlB, dated September 18, 1933.

(6) Price data shall also be filed covering the basis under which Welding Sets of the Single Operator and Constant Potential Multiple Operator types of the ratings specified above are rented.

I, therefore, direct that you as a manufacturer of, or one promoting the manufacture for sale of, all or any of the above products, file with me for distribution, as required by said Code, to all other manufacturers of the products specified above, at the office of National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before November 26, 1934, TWENTY-SIX copies of your price lists, or price lists and discount sheets, showing your current prices to various classes of customers, and fixed terms of sale and payment either regular or deferred, free delivery point or points with basis of charge to other delivery points, including basis of store door delivery if given, and any other conditions which affect the sales price on the products specified above.

The following exemptions are made:

(a) Prices to distributors and other resale customers
(b) Prices covering export sales, Export sales include all sales for ultimate shipment outside the United States, except to its territorial possessions.

Show all discounts, terms, etc., either on price lists or attached thereto, with the same number of copies as specified above, and not in a separate letter to the Supervisory Agency.

All packages must be marked WA-10-19 for identification. Your company name, a date, and an identifying section and page number, or other notation, must appear on each sheet or set of sheets, furnished this Agency. As typewritten sheets, either original or carbon copies, require first class mail, your price sheets or revisions thereof should be printed or in some form of processing or duplication.

Very truly yours,

9822

Clarence L. Collens
Supervisory Agency.

CHAPTER 8

DRY CELLS AND FLASHLIGHTS

A. The Industry

1. The Product

The dry cell consists of a zinc case enclosing a fabric sack in which is contained a solidified solution of ammonium chloride and water in the center of which is located a stick of carbon surrounded by a layer of manganese dioxide. The zinc cell or case is open at the top and after the assembly of the various components is sealed by pouring in a melted resin. In recent years a method of sealing has been developed in which a metal top is spun in place in a manner similar to the process used in making tin cans.

Materials

Raw materials required are zinc, ammonium chloride, manganese dioxide, some form of carbon, cotton fabric, water, sealing resin and a paper material for cover tubing.

Processes

Manufacturing processes involve the cutting and forming of the zinc into cups, forming the carbon into rods of the required size, mixing solution of ammonium chloride and water which is solidified with some filler such as starch and the preparation of the manganese dioxide. These various components are then made up into sub-assemblies and assembled with the zinc case and sealed. The cells are then inserted in a paper tube bearing the name or brand of the manufacturer and the process is complete except for ageing.

Standardization

The application of dry cells requires that they be standardized as to size, while chemical reactions of similar compositions provide standardization of voltage. The only variation which can easily be made is in the current producing capacity which can be regulated by the purity and strength of the chemicals used and by the thickness of the zinc case.

Variety

Regardless of the size of the cell the voltage output is constant at about 1.6 volts, but by increasing the size a larger current may be drawn for a longer period of time. The cells are made in many sizes, the smallest probably being the so-called "pen light" about $\frac{1}{2}$" in diameter, and about $1\frac{1}{2}$" long. Next in size is the "small mono cell" then the "large mono cell". The "large mono cell" is probably the most popular for use in flashlights. The largest unit cell made commercially is the #6 cell which is about $2\frac{1}{2}$" in diameter and 6" high. This type of cell is used for telephone, door bells, ignition,etc. Since the rate of discharge of the cell regulates the amount of depolarizer needed, the in-

ternal construction varies slightly in cells for specific uses. This is particularly true in case #6 cells which are made in at least 4 types, namely, Ignition, Radio, General Purpose, and Telephone. Each of these cells is designed to meet a specific condition of current demand. Number 6 cells are sometimes connected in multiple and sealed in cases for ignition and other purposes.

Radio B batteries are made by connecting the necessary number of "mono cells" in series to secure the required voltage. This "block" is then mounted in a cardboard box and closed with sealing resin. The life or capacity of a battery is regulated by the size of the cells used or by the hook-up of cells in the block. B batteries are made in light and heavy duty sizes.

The quality of the cell can be altered to some extnet by adulterating or decreasing the amounts of the chemical elements entering into construction, but it is doubted if any great saving could be accomplished since the major production cost appears to be labor rather than materials.

Due to the high percentage of labor cost every effort is made to utilize production machinery wherever practical, but there still remain a number of operations which are better performed manually. The work demands manual dexterity rather than skill and experience.

Mono cells are quoted in at least three grades by the larger companies. The standard grade bears the manufacturer's name, the other grades being referred to as special label, private label, customers label, etc.

Flashlight Cases

Flashlight cases are made in numerous suzes ranging from the minature vest pocket light to the six and seven cell searchlight. The manufacture usually involves only usual metal stamping, forming, and finishing operations. The construction details vary widely in the various types and sizes of lights. The only standardization in flashlight cases concerns the space provided for the dry cells. All other details, reflector, lens, switch mechanism, etc., can vary in different types of flashlight cases, and from company to company. Thus it becomes almost impossible to compare accurately the flashlight cases of various manufacturers due to the variations in construction and resultant differences in value. Flashlight cases are made in retail from 10¢ to $5.00 and over. The materials required in construction are mainly glass, brass, copper,zinc, insulating material and metal finishing materials.

Members of the Industry

The industry is made up of about 25 companies, some of which manufacture only flashlight cases or dry batteries, while others manufacture both. The companies vary in size from small concerns of 50 employees or less to the larger units employing 1000 processing employees. The plants are located through the North central and Northeastern part of the country. At least 6 are located in and near New York City; 3 each in Wisconsin and Ohio; 2 each in Illinois and

Connecticut while others are located in nearby states, and one company in Virginia.

Market

Dry cells are widely used not only for lighting and radio purposes but for power supply for recording and indicating instruments, telephones, ignition, etc. Probably the largest market at the present time is for use in flashlights and other lighting devices. Only a few years ago the largest volume was in radio A, B and C batteries.

In recent years, a new market has been approved. American manufacturers of mechanical toys, in striving to develop intricate and faithful reproductions of trains and automobiles and similar toys began to use dry cells to light electric head lamps and to operate electrical accessories. This could be done without any unreasonable increase in production costs and the popularity of this type of toy rapidly spread throughout the country. This class of customer purchases the large mono cell size and is quoted prices on lots of as many as three million and over. While the sales in this field probable do not represent any major part of the volume of the industry, each cell used in a toy of this type represents a possible later sale of at least one or two batteries for replacement purposes. Only standard brand cells are quoted to this class of customers. The prices quoted to toy manufacturers approximate the prices quoted to syndicate stores on special label or private label cells.

Location

Batteries are eventually sold to consumers through many forms of retail outlets such as drug, grocery, hardware stores, etc. The per capita consumption is probably higher in the suburban areas than in the cities. The majority of radio batteries are sold in rural areas and for application where electric power is not available.

Market Statistics

The statistics on the following page are derived from a questionnaire sent out in 1933 by the National Electrical Manufacturers Association in connection with a proposed Supplemental Code. The show a tremendous decline in sales, from about $60,000,000 in 1926 to about $16,000,000 in 1932.

Distribution by Manufacturers

Distribution of dry batteries must be carefully planned as they are a perishable item. Distribution falls into three channels which are: sales for resale, sales for consumption, and sales for use as an integral part of a product.

Probably the major portion of the flashlight and radio batteries are distributed through wholesalers, distributors, jobbers, and retailers to the ultimate purchasers. Telephone companies consume a large part of the #6 cell production while initial equipment manufacturers and toy manufacturers use large numbers of the mono cells.

6" Dry Cell Sales (12 companies)

	Number Domestic	Dollar Domestic
1926	52,814,682	$13,925,025
1927	46,360,634	12,144,769
1928	40,179,557	10,282,119
1929	34,525,343	8,582,839
1930	26,211,585	6,308,866
1931	20,079,410	4,568,168
1932	16,824,743	3,579,549

Flashlight Cills Sales (11 companies)

1926	96,698,066	$7,088,946
1927	101,309,806	7,092,132
1928	111,021,090	7,039,312
1929	132,860,186	7,345,013
1930	134,952,903	6,711,186
1931	133,457,595	6,054,272
1932	133,152,070	5,630,146

B Battery Sales (10 companies)

1926	470,409,286	$33,808,334
1927	429,537,680	31,078,090
1928	382,765,192	24,302,905
1929	292,709,500	16,981,620
1930	219,706,936	11,837,937
1931	179,353,943	7,548,913
1932	155,934,257	5,204,615

Flashlight Cases Sales (9 companies)

1926	5,724,495	$4,587,777
1927	5, 97,279	3,986,943
1928	6,360,139	4,563,492
1929	8,506,688	5,440,645
1930	6,692,652	3,871,729
1931	6,378,582	3,076,548
1932	5,884,829	1,955,848

Dollar Value Total for 6" Dry Cell, Flashlight Cells, B Battery, Flashlight Cases (12 companies)

	Dollar Domestic
1926	$59,110,082
1927	54,301,934
1928	46,187,828
1929	38,350,117
1930	28,729,718
1931	21,247,901
1932	16,370,158

Freight

Dry cells are comparatively heavy and therefore freight becomes an item of importance in the price structure.

2. Problems

At the outset of price filing the industry faced several major problems. With the widespread use of vacuum tube radios in the 1920's the demand for dry cells built up very rapidly. New companies entered the battery field, factories were expanded, and machinery installed to meet this new demand. However, the introduction of the AC vacuum tube and the radio set operating entirely on household current caused an abrupt decrease in this market for dry cells.

Dry batteries were also supplanted in other fields such as signalling systems in which new developments made the use of alternating current practical. Low voltage transformers replaced considerable numbers of batteries used for door bell and similar uses.

Since practically the only other major use was in flashlights, efforts were made to stimulate sales in that market. Some manufacturers who were primarily makers of dry cells also began making flashlight cases. It is alleged that this type of manufacturer would practically give away flashlight cases in order to sell dry cells. On the other hand the same statement is made about manufacturers whose primary product was flashlight cases and who would give away the dry cells cells in order to sell the flashlight cases.

Thus the decrease in demand caused by the depression coupled with the loss of markets brought the industry volume to a very low ebb. The serious nature is indicated by statistics submitted by the industry, in application for the supplemental code, showing that the number of concerns in the industry fell from 125 in 1928 to 40 in 1930 and to 27 in 1933.

This condition brought about the widespread introduction of the low price special label cell. These were made by practically all members of the industry.

Product Standards

There is a problem in establishing, in terms of quality, some form of standards for all grades of cells, and some form of classification by performance is also needed. Large purchasers, such as the government, have set up standard tests in an attempt to establish the value of a cell on the basis of its performance under regulated conditions of current (electrical) demand.

The cheap grades of large mono cells are usually sold by the manufacturer for a fraction of a cent per cell less than the standard brand but the low price cell usually retails for 5¢ while the standard cell retails for 10¢. The following is an illustration, but does not take into consideration special discounts, allowances, etc.

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	Price to Syndicate Store	Usual Retail Price	Spread	Mark up %
Standard brand cell	.027 to .5	.10	.073	270%
Special brand cell	.025	.05	.025	100%

3. Price Call (Exhibit A)

The price call covering dry batteries and flashlight cases of all types was sent out on November 10, and was due on November 23, 1933. It was cancelled about a year later.

4. Work Sheets

The voluminous nature of the filings made it necessary to set up the work sheets in two parts. The first, Appendix B, Part 7a, shows customer classifications and quotations on radio B batteries, #6 dry cells, large mono cells and flashlight cases for both the original and final structure. The second, Appendix B, Part 7b, shows delivery terms, delivery charges and allowances including special discounts and allowances and terms of payment. Both tabulations cover all representative companies.

Since net prices derived from a standard list are quoted to the various customer classifications, Appendix B, Part 7, Section (a), gives the list price of specimen items and the calculated discount for each customer classification. It should be remembered that these discounts are not quoted by the companies but calculated from the list price to facilitate comparison of customer differentials.

It was necessary to use symbols to a large extent on the various work sheets in order to condense material, and a legend will be found on each work sheet explaining the symbols used.

The Chronological Record of Price Filing (Appendix A, Part 7) gives in detail the content of the price filings of representative companies. All of the large companies are included as well as some small companies whose filings were sufficiently complete to be usable.

Some of the small companies made only 1 or 2 filings and listed a very few products while others were not particularly active. For instance, one company was primarily a manufacturer of portable acetylene lamps and made only 1 or 2 lamps which were battery operated. Another manufactured dry batteries for hearing devices.

Work sheets were also made listing each price quoted on #6 dry cells and large mono cells (Appendix B, Part 7-B). This covers prices on standard, special label, and private label brand cells for these products.

B. Basic Structure

1. Original Filing

Pricing

List prices were quoted on most items together with net prices to the various customer classes. This list price appeared to be of little use except as a measure of the reduction or discount given to the various classes of customers and possibly as a suggested retail price.

Two list prices for #6 dry cells and two net prices were quoted to each customer classification, 1 applying in the east and the other for shipment to the Pacific coast. This was the only product on which an East-West differential was stated.

However, percentage discounts do appear as illustrated in the following quotation:

"On the general line of flashlight cases the distributor is entitled to a 7½% discount on prices quoted to them; department stores and chain stores receive a 15% discount from dealers prices, industrial users and governments are charged 5% above the distributors net prices quoted."

Quantity Differentials

The net prices appear to be graduated largely on the basis of quantity purchased, ranging from dealers, who purchase in small quantities and are quoted the highest price to toy manufacturers who are quoted in lots as large as "3 million and over" and receive the lowest price.

Practically all companies offered a 2% discount on carload quantities and about 5 companies set up 2 quantity groups of less than 5400 and over 5400 cells annually but this applied only to industrials. The price for over 5400 annually ranged from 10 to 15% below the price for smaller quantities.

Toy manufacturers were quoted on quantities purchased annually in steps ranging from 250,000 to 3,000,000 cells and over.

Type of Product

Prices vary materially on grade and brand for all types of batteries. These grades and brands are referred to as standard label, special label, private label, customer label, and the like. This label differential does not appear for flashlight cases as these are quoted by catalogue numbers although some of the companies quote a very cheap product usually referred to as "zinc case" flashlights.

Packaging

Dry cells are quoted per each in standard packages which vary in number of batteries contained. In the case of toy manufacturers quotations are for large units on an annual consumption basis and packaging is of little importance. An extra charge is made to all customer classes for

less than standard package quantities.

Deals and Assortments

One of the practices in the industry was to offer packaged deals or assortments to dealers, distributors, jobbers and wholesalers. These consisted of a number of flashlight cases and batteries. A typical deal would be made up of 6-3 cell flashlights and 48 batteries. Thus if the flashlight cases were sold complete with batteries, 30 cells would be left to be sold separately. A net price was quoted on this deal which amounted to from 5% to 12% below the price of the goods if purchased separately. Apparently the object of these deals was to "push" cells and get them on display in retail establishments. Deals and allowances were included only in Appendix A, Part 7 because of their variety, complexity and short life.

Customer Classes and Discounts

Customers are of two basic types- Users and Resellers. Practically all producers quote both types. Typical of Users are industrials, governments and telephone companies who consume cells.

Resellers are of three types - First those who sell direct to consumers such as dealers, chain stores, mail order houses and department stores; second, those who resell for resale "as such" including distributors, wholesalers and jobbers; and third, those who resell as an integral part of their products such as toy manufacturers.

Quotations

The various customer classes are established in price ranges that are more or less uniform throughout the industry. The relative competitive positions of these classes appear to be based on potential volume to be purchased and fall in approximately the following order:

Dealers	Industrials and Governments
Department Stores	Chain Stores
Wholesalers	Mail Order Houses
Jobbers	Equipment Manufacturers
Distributors	Toy Manufacturers

Special Allowances and Discounts

A further cause of difficulty was the individual treatment of customers within a customer class. This, it is believed was a cause underlying the quotation by most companies of special allowances and discounts which in some cases were applicable only on the option of the manufacturers. In others a range of discount or allowance was established permitting the manufacturers to quote a specific customer a discount any where within the range.

The creation of this type of discount was also brought about by the keenly competitive situation resulting from both price and volume decreasing. All producers were very sensitive to price change and tried to establish a flexibility available as required without revisions of

filings. These special concessions instead of being occasional and temporary became a fixed part of the structure and once a customer received a special discount or allowance he expected to secure it on all purchases. This brought about a lowering of price on all sales rather than only lowering prices in the special or emergency cases where the manufacturer felt the circumstances justified.

These special allowances and discounts show little uniformity from company to company as to formal description although usually limited to 10%. Therefore discounts quoted in the original filings and in subsequent revisions do not appear in the final filings because of having been replaced by new ones. Some examples of these discounts are described below.

One discount was quoted in consideration of quantity, quality and cost of selling or transportation.

Some companies quoted a discount ranging from 2½ to 5% to key distributors.

One or two companies reserve right to grant up to 20% discount on government orders.

Delivery Terms (Appendix B, Part 7-A)

Toy manufacturers were sold F.O.B. factory in all cases; Mail Order Houses and Chain Stores were usually quoted F.O.B. destination in carload lots and F.O.B. warehouses in less than carloads. These warehouses or distribution points were located in cities which were about fifty per cent uniform for all companies. All other customer classes were quoted in 100 pound shipments and over. Freight terms were not very uniform and while the foregoing sums up the general trend of the quotations many companies differed more or less in their delivery terms.

Delivery terms varied on different products, for example, the #6 cell is quoted at a higher delivered price west of the Rockies than in The East, but the radio B battery, which is heavier and costs more than the #6 cell, is quoted at the same price for all distribution.

Terms of Payment (Appendix B, Part 7-A)

Terms were fairly uniform throughout the industry and were usually 2% - 10 days or 10th prox, net 30 days or 60 days.

2. Final Structure

Pricing

List prices with the exception of those on flashlight batteries all have been revised downward. Typical list price revision on radio B batteries would be from the original list price of $2.60 to the final list price of $1.80, resulting in a corresponding decrease in net prices because the percentage difference between original list prices and net prices and final list and net prices remained about the same. The #6

dry cells list price was decreased for Eastern points from 37¢ to 30¢ each proportionate reductions were made for Western points. This 30¢ list price was almost universal in the industry and net prices were also reduced.

List price changes on flashlight cases varied from drastic reductions on some types to very little change in others, net price changes following the list.

Quantity Differentials

Quantity differentials remained practically unchanged. There was no change in discount on carload quantities but the quantity discount to industrials was eliminated by price reductions which gave as low a price for "any quantity" as had been available by purchasing over 5400 cells under the terms of the original filing.

Type of Product

So far as could be determined the same grades and brands of products continued to be quoted while in some cases new brands were added.

Packaging

There was no important change under this heading.

Deals and Assortments

The number of "Deals" and "Assortments" was increased but there appeared to be no change in the 5 to 10% difference between the deal price and the total net value of the component items. The increase in number made a greater range of combinations available.

Customer Classes and Discounts

The net prices quoted to different customer classes still appear to be in about the same ratio to each other as in the original filings. However, during the period of filing the relative net prices quoted to Users were increased slightly while those quoted to some Resellers "as such" were decreased slightly by some companies and increased by others. Prices to still other Resellers hold their position.

Changes in level of net prices quoted are in the nature of readjustments for all customer classes and do not materially penalize or favor either of the two basic customer groups of users and resellers. Most of the price movements tended to narrow the range of prices quoted to each customer classification rather than to change the relative position of a given classification.

However, by the application of any of the special discounts or allowances drastic changes could be made in any of the differentials between customer classifications.

Thus there are two known levels of price, (1) the list price and (2) net prices to customer classes. However, the use of special allowances and optional discounts to the customers net offers numerous

possibilities in the creation of additional unrecorded price levels.

For instance consider the list price of a product as a straight horizontal line, the filed net prices to customer classes range downward in a stair like line from "Dealers" as the "top step" to "Toy Manufacturers" as the "bottom step". By using special allowances and optional discounts thestairs can be moved below the quoted position without distortion of shape or change in direction.

However, if they are not applied merely the shape or direction of the pattern can be materially changed.

This results in a situation where it is practically impossible to determine the price on a specific transaction from the price. The most exact calculations would indicate only the range within filing records which might occur.

Probably the most important of these special discounts is that quoted "in consideration of quantity, quality and cost of selling and transportation". Originally this discount was quoted as 10% but it was taken up by company after company and increased until one company actually reached the ridiculous extreme of quoting "up to 80%" for these considerations.

Continual changes were made in these special discounts throughout the period of price filing. For instance, one filing might cancel a discount and the succeeding filing reinstate it and even broaden its scope. As a general observation it seemed that the number of special discounts increased for a period and then during the latter period of price filing a trend occurred toward decreasing their number and complexity. However, the net effect was a decided increase in their use.

Delivery Terms

Delivery terms were changed continually throughout the filing period but no more uniformity developed than in the original filings. Toy manufacturers were still sold "F.O.B. Factory". The warehouse cites from which chain store and mail order shipments were made were increased in number especially on the Pacific coast.

Terms of Payment

No changes of any importance were made.

3. Chronological Record of Price Filings - Appendix A, Part 7

Number of Filings

The number of price filings varied from one or two for small companies to about 20 for large companies.

Form and Content

The form and content of the filings was very poor. Products could not be identified from filing to filing nor was it clear to whom discounts applied. In filing revisions very few companies indicated what

material if any were cancelled. Terminology used in describing customer classes would be referred to under three different names in the same filing, for example, a discount sheet would carry the heading "Distributors Discount Sheet" but in the body of the filing reference would be made in one place to dealers and in another to jobbers.

Waiting Period

The majority of the filings had short waiting periods but not apparently to meet the competition of any individual company. It would seem as though filings were made to meet the competition of a number of companies, for example, in making a revision a given company would not indicate that they were meeting the competition of a specified company or companies but would merely state "to meet competition" and thereupon file to meet one company on list price, another on discount, a third on terms, and a fourth on special allowances.

In the matter of leadership no one company was outstanding. Initiating revisions were made by practically every company. In some cases the filing would be met by all of the major companies prior to the effective date, in others the meeting would be strung out over a period of weeks. It was, however, more usual that filings be met within the 10-day waiting period or shortly thereafter.

General

A most interesting incident is the upward revision of prices by Company #4 filed May 1st, effective May 15, 1934, which was followed by most of the major companies by cancelled before the effective date.

A second movement of interest is the cancellation of all prices on August 9, 1934, by Company #8, which was followed by similar cancellation by practically all of the larger companies. However, within two or three days after this cancellation the prices which had been cancelled were reinstated. After a further trial of about three months the price call was cancelled.

Summary

1. Number of grades and brands increased slightly.

2. The number of special brands made product identification very difficult.

3. The form and content of many of the filings was very poor.

4. List and net prices generally lower.

5. Customer classes showed no increase in number and the net price differentials remain in about the same ratio.

6. Special allowances increased in number and extent.

7. "Deals" and "Assortments" increased in number.

8. Little change made in delivery and credit terms.

9. Many filings had short waiting periods.

NATIONAL ELECTRICAL MANUFACTURERS
ASSOCIATION
155 EAST 44th STREET
NEW YORK

DESIGNATED AS THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY, UNDER THE NATIONAL INDUSTRIAL RECOVERY ACT, APPROVED BY PRESIDENT ROOSEVELT ON AUGUST 4, 1933.

OFFICE OF SUPERVISORY AGENCY FOR

DRY BATTERIES & FLASHLIGHTS
November 10, 1933.

We, W.W. Cargill, C.P. Deibel, Ralph Gelardin, C.B. Plante, and H.S. Schott, Supervisory Agency of the Dry Batteries and Flashlights Subdivision of the Electrical Manufacturing Industry, appointed in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4th, 1933, by the Board of Governors of National Electrical Manufacturers Association, hereby notify you that we have, pursuant to the authority vested in us by Article X of said Code, determined that it has been the generally recognized practice to sell:

(1) dry cells
(2) dry batteries
(3) flashlights with dry batteries
(4) flashlights without dry batteries

on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment, to the following classes of trade:

Retail dealers
Wholesalers and Jobbers
Chain stores
Department stores
Mail order houses
Manufacturers of battery consuming devices
Industrial users
Government (Federal, State or subdivisions thereof)

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We therefore direct that you as a manufacturer of all or any of the above products, file with this Supervisory Agency for distribution, as required by said Code, to all other manufacturers of the products specified above, at the office of National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before November 23d, 1933, THIRTY-EIGHT copies of your price lists, or price lists and discount sheets, showing separately for each of the trade classes specified above your current prices and fixed terms of sale and payment on the products specified above. The following exceptions are made:

a. Prices covering export sales

b. Sales to other manufacturers of the products specified above

Show all discounts, terms, etc., either on price lists or attached thereto and not in a separate letter to the Supervisory Agency. Kindly mark all packages BF-11-10 for identification. It is important that your company name appears on all sheets furnished this Agency.

C. P. Diebel

A. A. Cargill

C. A. Plante

[illegible]

Ralph Gelardin

Supervisory Agency.

Chapter 9

RADIO RECEIVING TUBES

A. The Industry

1. Product

Description

Radio reciving tubes are electrically motivated devices and resemble incandescent lamps in appearance. The tube is made up of a bakelite base in which are cemented various filaments and grids enclosed in a glass bulb.

Materials

The materials used include bakelite, glass, tungsten, nickel and steel.

Process of Manufacture

Originally most of the operations, especially in assembly, were manual. Machinery has been developed which has eliminated to a large extent all manual work. Those companies still using manual processes do so in the operations incident to assembling the intricate and delicate inner mechanism of the tube where manual dexterity is essential. Very few manufacturers produce their own bases and bulbs, the bases being purchased from producers of phenolic products and the bulbs being purchased, rough blown, from glass manufacturers. The degree of skill required of employees might be termed as that of "specialized assembly."

Variations of Products

All radio receiving tubes of the same type should theoretically be indentical, since except for some older types they are made under license, but ability to manufacture and differences of machine equipment cause some difference in grade. There are in excess of two hundred types of tubes, each having a separate purpose and use in connection with radio reception. As between manufacturers, a given type of tube will carry the same identifying symbol.

2. Companies

Number

During the period of price filing, twenty-one companies filed prices.

Size

Manufacturers employed from one hundred and fifty employees in the

smallest plants to three thousand or more in one large plant. About twenty-five per cent of the companies could be rated as large and the balance, medium and small.

Other Products

Manufacturers of radio receiving tubes are sometimes also producers of incandescent lamps. Several companies who bulk large in the sale of radio receiving tubes do not manufacture, but handle tubes in conjunction with radio receiving sets which they do manufacture.

Location

Over fifty per cent of the companies are located in and around New York City, with the remainder divided about equally between New England and the Chicago area, with one company located in Kentucky.

3. Market

Type of Sales

1. Sales for use in new sets. (Initial Equipment)

2. Replacement sales.

Distribution

The relationship between the number of tubes sold as initial equipment and the number sold for replacement is rather difficult to fix, due to the fact that new types are constantly being introduced as part of new equipment and old types are becoming obsolete. About fifty per cent of the tubes sold each year are sold for replacement through distributors, jobbers, dealers and chains. The bulk of the remaining volume is distributed to set manufacturers for initial equipment and the rest distributed to sales outlets under private label or brand.

Location

The market for replacement radio receiving tubes varies with the number of radio sets sold and in use in an area. Sales for initial equipment are largely confined to the industrial northeast.

Freight

Freight is an item to be considered because due to the bulky and fragile nature of the product, it carries a relatively high freight rate.

4. Problems

The problems of the Radio Receiving Tube Manufacturing Industry parellel, to a large extent, those of the radio industry, of which

tube manufacturing is a component part. The radio industry is new and unseasoned. Personalities composing it have been drawn from many and varied fields, with the result that practices and customs of completely divergent lines of business have been brought into the Industry.

The mortality among radio manufacturers has been very high. The peak number of manufacturers in one year was over two hundred, of which not more than fifty are still in business.

In kind with most production industries, the question of volume looms large and it has been an ever existent problem to resist demands of volume purchasers for preference deemed unreasonable.

Many and varied are the channels of distribution which have been in use at one time or another and the record of open price filing shows evidence that even yet it has not been established which channels of distribution are most advantageous.

The matter of licensing has involved much litigation due to the numerous patents which were issued by the hundreds in the early days of radio.

There still exists the necessity for development and research, the bill for which is paid by the large manufacturers, and the results of which are utilized by all members of the Industry.

In the matter of price alone, drastic upheavals have occurred. Radio receiving tubes which originally sold at prices approximating those of present-day low-price small receiving sets can now be purchased in ten-cent stores for twenty-five and thirty cents.

5. Open Price Filing

Price Call

The original price call was issued on November 3, 1933. On February 8, 1934, supplementary calls were issued covering dealers on consignment and open account, purchasers of one million or more tubes annually, sales agents, and allowance having a bearing on price. All of these calls were in effect at the time of the Schechter decision.

Work Sheets

The following work sheets were set up:

Appendix A, Part 8 - Chronological Record of Price Filings by Companies.

Appendix A, Part 8 - Price Illustrations.

Appendix B, Part 8 - Original and Final Structure.

B. Basic Structure

1. Original Price Structure - Appendix B, Part 8

Price

All channels were quoted on a basis of list price and discount, except set manufacturers who were quoted a net lower than the net price quoted any other channel.

Discounts and Customer Classifications

Set manufacturers were quoted net prices based on purchases of more or less than one million tubes per year. Distributors and jobbers of various types were generally quoted a discount of about fifty to fifty-five per cent from the standard list. Separate discounts were quoted on consignment. These, for the most part, approximated the discounts offered open accounts but the accounts were not given as favorable terms of payment.

In the area of exceptions to somewhat generally standard discounts almost every possible special arrangement and condition may be found. These are listed in detail in Appendix B, Part 8a and include special net prices on particular tubes, bonus plans for specific tubes, quantity discounts based on number of tubes, value of order, turnover, annual purchase, geographical location, geographical differentials based on the standard list for specific tubes, discounts on "no quality specification unbranded tubes," "private brand," "special quality specification branded," "particular quality specification branded," and "assorted brands."

In the category of discounts allowed as special allowances there again appears an almost endless list such as discounts for "sales effort," "advertising promotion," consignment," "closing out consignment," "re-consignment," etc.

The description of particular types of distributors are such as to make it practically impossible to determine who could or could not be classed as a distributor. Illustrations of distributor types mentioned are: small jobber, large jobber, dealer, dealer jobber, large dealer, dealer (large or exceptional retailers), dealers-large retailers sold on a jobber basis.

Freight

Freight is usually F.O.B. destination or F.O.B. plant. There are in addition numerous exceptions such as "freight allowed to destination on shipments to set manufacturers," "prepaid fifty tubes or more," "prepaid any quantity New York area," "prepaid on one hundred tubes or more," and others based on order or customer class involved.

Terms of Payment

Generally, terms of payment were 2%, 10 days, net 30 days, or some

approximation thereof. But this, again, is merely a starting point and all sorts and kinds of special terms are offered to customer classes and types of sale, such as 1% from list for payment with complete report before the twelfth of the month following date of invoice; net 10 days; 2%, 10 days, 3%, 30 days, etc.

2. Final Price Structure - Appendix B, Part 8

There is actually no final structure during the period of open price filing. The structure as of the date of the automatic cancellation of the price call (Schechter decision) was practically the same as the original in so far as customer classification, amount of discount multiplicity of terms, allowance, conditions, etc. The main differences are three.

First, that list and net prices are much lower, in some cases less than fifty per cent of the original list price.

For example of actual reduction in price, reference should be made to Appendix A, Part 3-a. It will be noted that jobbers net prices appear to be somewhat higher than set manufacturers net prices, but it is often true that this difference is offset by special allowances to the jobber.

As a result of the rapid and material price decrease, the competitive position of the various companies has changed radically. To illustrate, on one type of tube, No. 25-Z-5, the company quoting the highest price in January 1934 quotes a price lower than anyone else in April 1935. In fact, considering the entire price structure, if companies were listed in January 1934 in accordance with the prices they quoted and then relisted again as of April 1935, company positions in the list would be practically reversed.

Second, a form of distributor, generally called "jobber" has apparently been selected as the most advantageous channel of distribution and prices are now quoted him equal to and even less than those available to set manufacturers.

Competition to secure the jobber market began in the summer of 1934 when jobber prices were reduced about one-third. Continued competition to April of 1935 reduced jobber prices further so that finally the level was more than fifty per cent below that of November of 1933. Practically every company concentrated on the jobber market and did so apparently because Company No. 13 decided that it was a good channel and took steps to get it.

Third, consignment has practically disappeared.

The fact that consignment does not appear as frequently in the latter months of open price filing should not give rise to the conception that it had been eliminated permanently. It is probable that the conditions and allowances that went along with consignment tended to destroy the usefulness of the device. For example, there is one case in which a manufacturer offered a very attractive consignment

proposition. Within sixty days of his offer, he made a new proposition to the effect that consignments could be closed out at prices in effect about thirty days prior to the original consignment offer. These prices were considerably higher than the prices in effect at the time of the consignment offer and at the time of the cancellation offer.

3. Chronological Record of Filings by Companies - Appendix A, Part 8 Number of Filings

Of the twenty-one companies who filed prices, chronological record was made of thirteen companies. These are illustrations of those not included. The number of filings made per company varies from five or six to more than forty. In the case of the larger companies who usually made the most filings, there is no particular peak filing period but rather a continuous filing and re-filing.

Content and Form

The content of the various filings was in many cases extremely vague and incomplete and apparently no effort was made toward improvement. Statements such as "2/, 10 days," and "F.O.B." frequently occurred without any further clarification. In changing list prices, some price sheets were issued under the name "Distributors' Price Sheet" or "Jobbers' Price Sheet" reducing the list price materially. Neither then nor later did any specific mention occur of other customer classifications with regard to the reduction in list. Thus, in the latter stages of the price filing experience, it was extremely difficult to be certain if there existed one list price for all customer classes or whether the customer classes not referred to specifically in price reductions had been left high and dry with list prices fifty to seventy-five per cent about the general levels. However it appears unreasonable that such a condition should exist and it is probable that the omission is due to the poor form of the price filings of many companies.

Waiting Period

Due to the confusing nature of the filings, it is difficult if not impossible to determine when a filing was given a short waiting period to meet competition. Many of the filings do have a short waiting period and a few apparently meet the competition of some other company but, by and large, the almost continuous structural movement made it impossible to determine who was meeting whom and when, except on the most obvious matters.

C. Summation of Open Price Filing Experience

1. No natural increase in number of customer classifications.

2. Jobber market became most favored channel for replacement distribution.

3. Types of special allowances increased in availability to certain customer classes, especially jobbers.

4. The competitive price positions of member companies were almost the reverse of the original situation.

5. List and net prices materially reduced.

6. Consignment selling decreased.

7. The lack of uniformity evident originally maintained throughout.

8. Operation of the waiting period is difficult to determine.

EXHIBIT A

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION
155 EAST 44th STREET
NEW YORK

DESIGNATED AS THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY, UNDER THE NATIONAL INDUSTRIAL RECOVERY ACT, APPROVED BY PRESIDENT ROOSEVELT ON AUGUST 4, 1933.

OFFICE OF SUPERVISORY AGENCY FOR

RADIO RECEIVING TUBES SUBDIVISION
November 3, 1933.

I, S. W. Muldowny, Supervisory Agency of the Radio Receiving Tube branch or subdivision of the Electrical Manufacturing Industry, appointed by the Board of Governors of National Electrical Manufacturers Association, in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, hereby notify you that I have, pursuant to the authority vested in me by Article X of said Code, determined that it has been the generally recognized practice to sell Radio Receiving Tubes on the basis of net price lists or price lists and discount sheets, and fixed terms of payment to the following classes of trade:

Dealers sold on consignment
Dealers sold on open account
Jobbers sold on consignment
Jobbers sold on open account
Radio Set manufacturers purchasing less than 1,000,000 receiving tubes per year.

Therefore, I direct you, as a manufacturer of, or one promoting the manufacture for sale of, Radio Receiving Tubes to file with me for distribution to all other manufacturers of or companies promoting the manufacture for sale of, the products specified above, at the office of NEMA, 155 East 44th Street, New York City, on or before November 15, 1933, THIRTY-FIVE copies of your price lists, or price lists and discount sheets (except price lists and discount sheets applying to (A) Export business; (B) Sales to other manufacturers of Radio Receiving Tubes), showing separately for each of the trade classes specified above your current prices and fixed terms of sale and payment on the products specified above.

Show all discounts, terms, etc., either on price lists or attached thereto and not in a separate letter to the Supervisory Agency. All packages must be marked RT-11-3 for identification. Your company name and a date must appear on all sheets or sets of

sheets furnished this Agency. As typewritten sheets, either original or carbon copies, require first class mail, your price sheets or revisions thereof should be printed or in some form of processing or duplication.

Very truly yours,

S. W. Muldowny

S. W. Muldowny
Supervisory Agency.

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CHAPTER 10
SOCKETS

A. The Industry

The manufacture of sockets is usually carried on in addition to that of other products, especially other wiring devices. There are about fifty companies ranging from very small producers carrying only the popular and fast moving items, to large organizations handling a complete line of standard and specialty sockets.

Product

The types of sockets may be classed under four headings:

1. Brass Shell Sockets.
2. Porcelain Sockets.
3. Composition Sockets.
4. Weather Proof Sockets.

The variations from this point on, however, make the matter of product identification and comparison exceedingly complex. For instance, under brass shell sockets, are found sub-divisions such as "standard size" and "electrolier" size. Then under both these general groupings, sockets vary according to wattage, finish and cap. For example, pendant cap, flat cap, bracket cap, etc. Although sockets are furnished with standard thread, others can be supplied. Weather proof sockets can be either porcelain or composition and all types of sockets may vary as to the switching mechanism supplied, length of chain or cord, whether an insulator is placed in the chain and numerous other features which would adapt the item for special use. In addition to the two general groups mentioned, there are also the mogul, intermediate, and candleabra.

Some types of sockets are fairly well standardized as, for example, brass shell sockets. The brass shell sockets of most manufacturers are of the same dimension and appearance and may be interchanged. This does not follow in the case of other types such as composition and porcelain, where each manufacturer is likely to have a different or individual design.

The basic design of sockets for the screw base bulb has not changed but many variations in design are found in switch mechanism, construction detail, dimension, finish, and application. Sockets, originally a separate unit to be attached to the fixture, are now often made an integral part of the fixture. This eliminates certain parts of the old type sockets in that the shell, for example, will be part of the fixture.

As a result of the special applications which arise, the lines of manufacturers who are equipped to handle special order work have gradually increased to include numerous slow moving items. This is not true in the case of the smaller companies where the tendency is to handle only the

tendency is to handle only the standard "constant demand" product.

Realizing the difficulty of comparing the products of various companies, efforts have been made by producers to set up master catalogues which cross reference the catalogue numbers of the various companies. This has been attended with only limited success because only standard items can be included, and the rapid change in the newer types and the special application items makes it almost useless for a company to keep track of any one except its immediate competitors.

Manufacturing Processes

The manufacturing processes vary somewhat in the different types of sockets. In the case of brass shell sockets a body of porcelain or other insulating material is used upon which are mounted the switch mechanism and other parts of the socket. The brass shell is then assembled around the internal assembly. With the exception of the body and the insulating lining which is usually made of some fibre material, all parts are metal stampings.

In making composition and molded sockets the body and shell are molded or pressed as a unit and as the shell is a non-conductor of electricity the various metal parts can be assembled directly to the shell thus making a simplet assembly and requiring fewer parts.

Porcelain sockets have some of the characteristics of the composition sockets in that the shell is a non-conductor and may be used to support the internal parts. However, metal inserts and screws may not be molded into the porcelain shell as in the case of the composition type. Thus an assembly often requires a larger number of parts than in the case of a similar socket molded of some plastic material. It is doubtful if all companies manufacturing a line of porcelain sockets actually make their own porcelain parts as the manufacture of the ceramic products is a specialized business. The porcelain parts are probably supplied by some manufacturer of electrical porcelain.

The maker of a complete line of sockets requires a large array of machinery and some skilled labor. The manufacture of sockets is not a specialized art but a combination of usual manufacturing processes including metal stampings, forming and finishing, plastic moulding, assembly, etc.

Packaging

Packaging of the goods appears to be quite uniform. Cartons are made up of from 1 to 25 items. A certain number of these cartons then make up a standard package, the total number of items comprising a standard package varying from 25 to as many as 1000. Factors governing the number apparently are bulk, weight, value and the demand for that particular product, as an example: 250 standard brass shell sockets usually make a standard package. In the case of electrolier, candelabra and other small sized or unusual types of brass shell sockets the standard package is usually 50 or 100. Porcelain sockets are usually quoted in standard packages of 100

items. Composition sockets are usually packaged the same as porcelain types.

This matter of packaging is important for the reason that discounts are quoted on a package basis, for example: standard packages quantities may carry a discount of 50%; carton quantities 55%, less than carton quantities 20%. If the number of items making up a standard package were to be reduced by any one company it would amount to a reduction in the quantity discount requirements in that a purchaser would receive a maximum discount by purchasing 200 sockets from one company, whereas it would be necessary to purchase 250 from another company to secure the same discount.

However, a comparison of the catalogues of two of the major companies indicates that comparable sockets were usually packaged in the same quantities by both companies. Both of these catalogues were dated prior to the price call. Bulk packaging used in shipments to class J customers, etc., is assumed to mean packaging in barrels or boxes with excelsior or some similar material to prevent breakage. Thus a savings is made in cost of cardboard boxes and manual labor of packaging.

Geographic Location

Plants are located in the Northeastern and North-central sections, with eleven in or around New York City, six in Connecticut, four in Illinois, and the remainder distributed in surrounding states.

Number of Employees

Since most of the companies manufacturing sockets manufacture other wiring devices, it is difficult to estimate accurately the number of employees engaged in the manufacture of sockets. A rough estimate would indicate that the number of employees range from about twenty-five in small plants to over one thousand in the larger units.

Market

Sales may be divided into two general classes. First, sales to manufacturers for use as an integral part of their products, and second, sales to resellers to resell "as such."

2. History

The volume of socket manufacture and sale was seriously affected by the general manufacturing and construction decline leading up to the inception of NRA. Dating from the NRA but not necessarily because of it, the volume has increased materially but prices have decreased. Various projects of the Federal government, such as home modernization, farm electrification, low cost building, and construction have stimulated some activity. In addition, the increasing use of built-in sockets in electric home appliances and the new types of sockets lately in demand for modernistic and indirect lighting have also given volume an impetus.

Originally, the manufacture of sockets, true also of many other

electrical items, was carried on by a relatively few pioneers in the Industry. These companies with their early start, established a certain amount of customer acceptance for various brands and names. As new companies appeared from time to time, they found themselves faced with the necessity of overcoming this customer acceptance. This was usually attempted by selling at a lower price, frequently made possible by cheapening the product.

In order to counteract the new competitor, the old line manufacturer, in many cases, brought out a secondary line with which to combat price competitors without materially lowering the price level on their standard lines. In addition to this, certain of the companies who apparently felt that engaging in an open price war would endanger their dignified position, equipped themselves with affiliates or subsidiaries who could match tactic for tactic with any interloper without muddying the fair name of the parent company.

The Wiring Device Group, including Sockets, is rich in the lore of price cutting and unfair competitive practices. One of the more interesting legendary schemes to increase business, concerns a manufacturer who would approach a distributor offering very attractive prices and encouraging the distributor to go in debt to the manufacturer. Then, when the portents were propitious, the manufacturer would advise the distributor that prices were up. The distributor, of course, would complain, stating that he could purchase elsewhere for less. The reply of the manufacturer would be that he had better not, because reposing in the strong boxes of the manufacturer were sufficient notes for which, if payment were pressed, the distributor would be sold out, lock, stock and barrel.

Competition for the questionable honor of putting the material in prominent buildings has been alleged to lead manufacturers to offer to give the material to the distributors or contractors who were the successful bidders on the job.

The Socket Industry, like so many others, has changed as a result of the advent of the volume buyer. The five and ten cents stores can now purchase so effectively as to be able to supply the contractor with wiring devices at lower prices than he could purchase them from the manufacturer.

The cost accounting system used by a goodly number of the smaller manufacturers is said to be very simple. It consists merely in knowing the prices quoted by one or two of the large manufacturers. Then by a series of rapid mental calculations and a few guesses he determines that, since the larger manufacturer has a much higher overhead, the smaller company must have costs lower by 5%, 17%, 20% or whatever other percentage sounds proper. Thus by applying the determined percentage, the smaller company arrives at its selling prices. The fact that the larger company used as an index in arriving at cost may be itself losing money or not making any sales at the prices quoted, is apparently of little or no interest.

Price Call

The original price call for the socket group was issued on September 14, 1933, (Exhibit A) and cancelled March 1, 1935. This first price call, however, included all wiring devices. On October 6, 1933, the Supervisory Agency cancelled the original price call on the ground that it had "resulted in confusion and misunderstanding much to the disadvantage of the wiring device industry." Consequently, the products covered by the original price call were grouped on the basis of affiliation and separate price calls were issued for each. The price call for sockets was re-issued on November 29, 1933, effective December 12, 1933, (Exhibit B). This second price call requested prices on all types of sockets and variations thereof together with terms of sale and payment, as well as catalogue numbers and descriptions of each socket. The descriptions filed, however, proved to be most inadequate. It is probable that none could be made which would enable reliable comparison of products.

4. Work Sheets

1. Appendix A Part 9.
   Chronological Record of Price Filings by Companies.
2. Appendix B Part 9.
   Original and Final Price Structure.
   Appendix B Part 9a.
   Major Price Changes.

B. Basic Price Structure (Appendix B, Part 9)
   Original Filings
   Prices

The basis of quotation in this group was exceedingly varied. Some companies quoted list, others net, and the majority a combination of both. Thus, one customer classification would be quoted on a list basis for a given item and another on a net basis and any one customer classification might be quoted on a list basis for some items and net for others. In at least one case, a customer class is quoted a discount from the net price of another class.

Discounts where quoted range from 30% on less than carton quantities to 50 and 5% on standard packages.

Customer Classifications and Discounts.

Discounts were quoted to customer classifications such as the following:

1. Distributors

2. Class J Customers

3. Competing Manufacturers

4. Syndicate Stores

5. Wholesalers

6. Portable Lamp and Shade Manufacturers

7. All Buyers

Competing manufacturers appear because the many variations in product make it advisable for some companies to fill out an incomplete line by purchases from other manufacturers.

Class J was the only customer classification defined and its definition was apparently interpreted differently by different companies. This definition was "the Class J customer is defined as one who buys standard catalogue devices for use in assembly, but does not include portable lamp and shade or wiring device manufacturers."

The above list of customer classes is arranged in the approximate order of preference given in discounts or net prices.

Most companies quoted for distributors, wholesalers, syndicate store and competing manufacturers. Of the remaining classes, Class J customers and quantity buyers were quoted by the fewest companies.

Two companied did not employ any customer classifications but quoted a single price list to all buyers.

Terms of Payment.

It was general practice to quote the same term for all classes of customers although some companies quoted slightly different terms to two or more classes of customers. Terms were not uniform from company to company, although 2%, 10th prox, net 30 or 60 days or approximation thereof was most frequent, with extremes such as 5%, 15th prox, net 60, and 12%, 10 days; 10_, 30 days net 60 days.

Terms of Delivery

Delivery terms were based generally on the following: freight allowed 100 lbs. or over to any point in the United States. Less than 100 lbs. F.O.B. factory, express or parcel post shipments allowed at freight rates.

Some companies allowed freight on less than 100 lbs. to syndicate stores in large metropolitan areas.

Company No. 10 quotes on a basis of three zones which is a carry over from other branches of the Electrical Industry in which this company is engaged. It is interesting that in the final filing this zone system has been eliminated.

2. Final Filings

Prices

Practically all prices were revised downward during the period of price filing, the extreme reduction on a few items being about 45% and the average, 25% to 35%. The basis of quotation became more uniform in that the majority of companies quoted more often on a net basis. Complete uniformity did not occur however, only about eight companies quoting entirely on a net basis and the remainder continuing, in a lesser or greater degree, the list and net basis of the original filing.

Customer Classifications and Discounts.

The same costomer classes still exist but the majority of companies now quote net prices to all buyers on a large number of items, whereas only two companies had so quoted. Where discounts are quoted they are about equivalent to those of the original filing. The number of companies quoting Class J has increased from five to ten; those quoting syndicates have been reduced from eight to two.

Terms of Payment

The terms of more companies now more nearly approach the typical cited in the original filing, the previous extreme being now reduced to 5%, 10 days, invoices - first to fifteenth, due on the twenty-fifth; invoices sixteenth to thirty-first, due on the tenth prox, 30 days net.

Terms of Delivery

Several companies made charges in delivery terms, changing the previous allowances of freight on 100 lbs. or over to an allowance on shipments valued at sixty dollars or over or weighing 100 lbs. or over. Delivery to syndicate stores was changed in most cases to be freight allowed on shipments of 50 lbs. or over or thirty dollars new value or over.

Changes During Price Filing

Appendix B, Part 9a is a concise picture of the major changes which occurred with respect to price. Appendix A, Part 9 shows the number of filings made, their content, the use of the waiting period and the evolution of delivery and payment terms. But, due to the many vague and incomplete filings made, plus the difficulty of comparing products, it is rather confusing from the standpoint of determining overall changes. Therefore, to sum up the major change during price filing, i.e. price reduction, it is suggested that Appendix B, Part 9a be consulted. While this study covers only fifteen companies, it embodies all of the material and essential changes which occurred.

In examining this evidence, it will be noted that few filings occurred during the months of January and February of 1934, but that most of the filings recorded reduced prices by reducing the list price. In March, 1934 more numerous filings were made and two companies, Nos. 3 and 8, revised practically their entire line downward. On April 2, 1934 came the

most drastic occurence of the entire price filing experience. Company No. 5 made a substantial reduction in price by changing to a net basis, the reduction amounting to about 25%. Practically every company followed Company No. 5 within the ten day waiting period and as a result, the general price level in comparison to the original was reduced about 25%.

After this drastic reduction, filings became a matter of shining at a few items rather than a general reduction of the entire line of any company. Only about six initiating revisions reducing an entire line occur after April second. This gradual whittling of prices resulted in an average reduction of an additional 10% between the last of April and the close of price filing.

From the standpoint of accuracy, the filings made after April are of questionable value, because the group became discouraged and the degree of compliance was reduced until in the latter months of the price filing experience it is quite probable that little or no attention was paid to filed prices.

The reason for the drastic price change of April 2 does not appear in the record. Members of the industry allege that it was actually due to open price filing, because open price filing revealed the prices quoted by the large manufacturers. As a result the smaller manufacturers, especially the medium sized ones, cut under in an effort to secure volume outlets, especially chain store distribution. The April 2 filing was just such a bid for chain store trade.

They allege further and the record bears them out to some extent, that after April 2, the large companies and some others determined that the chain store business was unprofitable at such prices and they therefore directed their attention to other markets, leaving those companies who had cut prices and obtained the chain store business, with those accounts.

The Industry believes further, probably correctly, that the reduction in price to secure chain store business resulted in the reduction of the entire price level. In this connection, note that dating from April 2, many companies quote net prices to all buyers, giving up any attempt to attract any special customer class by preferential discount.

After April 2, keen competition occurred between manufacturers in endeavoring to secure Class J business, replacing the less attractive chain store business. Since a Class J customer would ordinarily provide a good steady volume of business, it appears reasonable that efforts should be made to secure accounts in that class. In connection with the definition of Class J customers, it should be noted that although he is defined as one purchasing standard catalogue devices, most of the filings list devices from a special catalogue. Under packaging Class J customers are usually quoted per thousand, bulk packing, and in some cases, per ten thousand. It is also quite probable that many of the Class J sockets are made to customer specification and therefore carry special prices.

Waiting Period

In spite of the fact that it is extremely difficult accurately to

compare products, many coincidental revisions were made. In fact, the majority of filings were to meet the price competition of some other company.

The spread of an initiating revision in this group is quite interesting. To illustrate: let us take five hypothetical companies, a, b, c, d, and e of which a and b are very close competitively, but b is also a competitor of e, and a is a competitor of d, with c competing with e. Thus, Company c, which is directly competitive only with Company e, by reducing its prices, transmits an impulse through e to b, to a, and then to d. As a result, a and b have made revisions because of c, with whom they seldom, if ever compete.

In making a coincidental revision it was apparently not necessary actually to duplicate the filing met but rather to seek the balancing of competitive positions.

As interest in open price filing lagged, due to lack of compliance, the number of initiating revisions met within the ten day waiting period gradually decreased.

SUMMARY

The net result of these changes was as follows:

1. Prices were reduced during the period of price filing about 35%. There was a definite trend toward quoting all products on a net basis although some companies continued on a list and discount basis.

2. To a noticeable extent, customer classifications disappeared, since thirteen companies now quote all buyers. With the tendency to eliminate customer classification and to quote on a net basis, discounts also are fewer. Those discounts which remain are practically unchanged as compared with those originally filed.

3. Terms of payment have become more uniform.

4. Delivery terms have become more uniform and have been amplified by allowing freight on smaller packages and by qualifying freight allowances on the basis of value and freight.

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION
155 EAST 44TH STREET
NEW YORK

IMPORTANT ! OFFICIAL CALL FOR PRICE LISTS, ETC.

September 14th, 1933.

I, R. Edwards, Supervisory Agency for the Wiring Devices Section, hereby determine that in the Wiring Devices branch or subdivision of the electrical manufacturing industry, it has been the generally recognized practice to sell Wiring Devices including all such devices as Lamp Sockets and Receptacles; Attachment Plugs, Receptacles and Connectors and Socket Plug Devices; Snap Switches; Toggle Switches; Flush Switches and Plates; Miscellaneous Adapters etc; Plug and Enclosed Fuse Cutouts, on the basis of printed net price lists, or price lists with discounts sheets, containing fixed terms of payment. Therefore, within ten days from September 16th, 1933, every manufacturer of all or any of the above products, is required to file with me at the office of NEMA, 155 East 44th Street, New York, a net price list, or a price list and discount sheets, showing his current prices and fixed terms of sale and payment thereon.

In filing with me these price lists and discount sheets kindly send me one hundred fifteen copies of each for distribution.

R. Edwards

R. Edwards
Supervisory Agency.

9822

EXHIBIT A

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION

155 EAST 44th STREET
NEW YORK

DESIGNATED AS THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY, UNDER THE NATIONAL INDUSTRIAL RECOVERY ACT, APPROVED BY PRESIDENT ROOSEVELT ON AUGUST 4, 1933.

OFFICE OF SUPERVISORY AGENCY FOR

INSTALLATION DEVICES SUBDIVISION
November 29, 1933.

I, Robert Edwards, Supervisory Agency of the Installation Devices Subdivision of the electrical manufacturing industry, appointed in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, by the Board of Governors of National Electrical Manufacturers Association, have, pursuant to the authority vested in me by Article X of said Code, determined that it has been the generally recognized practice to sell Wiring Devices on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment.

However, the filing of price liats or price lists and discount sheets, under my call expiring October 6th, has resulted in confusion and misunderstanding much to the disadvantage of the Wiring Devices industry. The immediate necessity, therefore, of breaking down the list of manufacturers into various subdivisions and the calling for refiling of prices on such wiring devices as naturally fall into these subdivisions is apparent.

I therefore direct that you as a manufacturer of, or one promoting the manufacture for sale of

Sockets, all types, including:

Brass Shell Sockets,
Porcelain "
Composition "
Weatherproof " and all variations thereof

file with me for distribution, as required by said Code to all other manufacturers of the products specified above, at the office of National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before Dec. 12, 1933, FIFTY

copies of your price lists, or price lists and discount sheets, showing your current prices and fixed terms of sale and payment on the products specified above.

Please see that each set is firmly bound together and that both the catalog number and a comprehensive description of each product is shown thereon. Show all discounts, (which may include discounts to other manufacturers of the products specified above), and all of your terms for sale and payment either on your price lists or attached thereto and not in a separate letter to the Supervisory Agency.

Very truly yours,

Robert Edwards
Supervisory Agency.

P.S. All packages must be marked S-11-29 for identification. Your company name and a date must appear on all sheets or sets of sheets furnished this Agency. As typewritten sheets, either original or carbon copies, require first class mail, your price sheets or revisions thereof should be printed or in some form of processing or duplication.

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION
155 EAST 44th STREET
NEW YORK

DESIGNATED AS THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY, UNDER THE NATIONAL INDUSTRIAL RECOVERY ACT, APPROVED BY PRESIDENT ROOSEVELT ON AUGUST 4, 1933.

OFFICE OF SUPERVISORY AGENCY

INSTALLATION DEVICES SUBDIVISION
June 6, 1934.

TO ALL MANUFACTURERS OF:

SOCKETS ALL TYPES

Gentlemen:

Your attention is directed to the last paragraph of price call dated November 29, 1933, covering

Sockets all Types.

That portion within brackets reading (which may include discounts to other manufacturers of the products specified above) means that if the manufacturer files such "courtesy discounts" he may quote or sell at such discounts only to actual manufacturers who have filed under the same call, i.e., manufacturers of the same product as specified in the call. It is a distinct violation to extend these courtesy discounts to any manufacturer other than the above and such discounts must be filed before any such sales are made.

To be more specific, a socket manufacturer is entitled to extend courtesy discounts to other manufacturers of sockets but may not extend a courtesy discount on sockets to any other manufacturer even though the latter makes other wiring devices.

A manufacturer not having filed discounts to other manufacturers of the same product, must quote or sell only at discounts filed for other classes of trade.

If courtesy discounts are extended to manufacturers not entitled to them, such sales will be treated as violations of Article X of the Code for the Electrical Manufacturing Industry.

NRA MEMBER U.S. WE DO OUR PART

9822

R. Edwards
Supervisory Agency.

CHAPTER 11

DOMESTIC ELECTRIC HEATING APPLIANCE

A. The Industry

Development

The Domestic Electric Heating Appliance industry, as well as the Domestic Electric Appliance industry, is relatively new. A number of factors are responsible for its growth. Basic, perhaps, is the higher standard of living. The Public Utilities have contributed in no small measure by introducing promotional current rates and expending increased efforts to build up domestic load through the sale of appliances. In late years, the Federal government has assisted through the TVA, Rural Electrification, the Electric Farm and Home Authority, and the Federal Housing Administration.

1. Problems of Development

This group is primarily of the Electrical industry, but it has drawn manufacturers from many other lines. This came about because most of the products are straight metal stamping jobs which require merely provisions for a heating element and a switch, manufacturers of aluminum ware and others having available metal stamping equipment have been quick to sense the opportunity to participate in a new field. This participation, frequently experimental, was after only to the extent of producing two or three thousand items subsequently sold at a loss, but still the ease with which producers of other lines can cut across from a standpoint of fabircation is a real source of difficulty.

The part played by the appliance manufacturer has changed considerably. In the beginning of the industry, his interest was centered almost wholly on production. But now, package appeal, product design, display and consumer advertising are considerations in point.

Design

In the matter of design, there is the problem of design piracy and the difficult problem of maintaining a line of sufficient scope to keep up with fast moving industry product developments.

Product Dumping

A problem also existed due to numerous products with varying seasons of sale, and the "in and out" manufacturer who takes a flyer in manufacturing a new product and then, discouraged, throws his output on the market. No effort is made, in this dumping of unprofitable merchandise, to protect the prices of competitors by spreading the profitless items over a considerable area. Rather it is found that they will be unloaded in some urban center to the detriment of prices of similar products.

Safety

There is also the matter of safety and the requirements of municipal

ordinances. The industry has an ever growing problem in finding some way to cope with "unsafe" appliances which are the source of fires and home accidents and at the same time to prevent the establishment of such rigid municipal ordinances as would handicap development and sale.

Sales Outlets

The sales outlets for modern appliances are very different from those of the early days of the industry. This is due, in a large measure, to several factors. First, that the original domestic electric heating appliance was a very unlovely thing at best, but through changes and improvements in design, finish and general appearance, it has become very attractive, and therefore more easily susceptible for sale through channels in which sales to consumers are accomplished through counter display and price. A good example of this is the "Ten cent store."

Second, the development of channels devoted to the sale of low priced merchandise offered a potential volume outlet for lower priced merchandise than the industry offered. The result, of course, was that cheaper devices were produced to meet this demand and to take advantage of the new outlet. To illustrate, when the chain and other drug stores undertook to handle domestic electric heating appliance, it was necessary that they stock items which were priced in the price group with which the customer associated drug stores. By this is meant that since the average item purchased in a drug store is less than a dollar, the customer would perhaps instinctively be reluctant to undertake the purchase of an appliance costing five or six dollars. In addition, the value of space in such stores is at a premium and it is more profitable to handle low priced items since they move faster.

Third, the increasing demand by the consumer, coupled with reductions in current rates, the establishment or promotional rates, and the sales programs of utilities, caused department stores to become interested in the possible business. True enough, department stores had handled appliances previously, but had not emphasized them.

Price Comparison

It is extremely difficult to compare the products of individual manufacturers. First, because while some manufacture many types of product, others produce but one or two. However the sales of those one or two items may be equal to or greater than the sales of similar items by a company with extensive lines.

Members of the Industry

About 175 companies ranging from very small to quite large and located in the eastern and north central areas.

B. Price Call -- Exhibit A

The price call was issued under date of December 19, 1933, to be effective December 30, 1933, and directed to in excess of 175 manufacturers. Comparatively little was known concerning the actual number of manufacturers, what they manufactured and how they sold. Manufacturers made original filings

as late as December of 1934. The majority, however, complied by the latter part of January, 1933.

Work Sheets

In studying this group, due to the number of companies and the type of product, the price filings were exceedingly voluminous, and it became requisite that the study be made of representative companies, products and situation. For this reason, the study embodies information taken from the filings of fifty-eight of the one hundred seventy-three companies. They, it is believed, fairly illustrate the entire group.

The work sheets and materials are as follows:

1. Appendix A Part 10.
   Chronological record of price filings by companies.
   Appendix A Part 10a.
   Price changes on electric toasters.

2. Appendix B Part 10.
   Original and final price structure.
   Appendix B Part 10a.
   Lowest and highest prices by companies for electric hand irons.

In the first column of sheet covering original and final price structure in additional to inducating the company and the effective date of its iriginal filing, a key has been given as to the line of products manufactured by each company. By reference to the chronological record of price filings by companies, page 2, a list of products with their key letters will be found.

C. Original price structure - Appendix B Part 10

Pricing List prices are quoted on most items by some companies although the same company may also quote net prices on certain items. Other companies quote net prices on the entire line and still others quote net prices and have small functional discounts for some customer classes, while other classes are quoted net.

Customer Classification and Discount.

Consider now the work sheet 'Trade classifications and discounts' Appendix B Part 10.

Practically all companies manufacturing more than one or two types of product quote to the first customer class 'Dealers and Retailers'. Companies manufacturing one or two products, in many cases, fail to quote.

Although there are ten types under this customer class, no company quotes to more than three. Discounts quoted vary from zero (net price) to 55% off, list with intermediate steps of 25%, 35%, 35% and 5%, 40% and 10%, 40%-10%-5%, etc.

Variance in Discount

This same variance in amount of discount will be found in all of the six

general customer classes. These classes are:

1. Dealers or Retailers.
2. Wholesalers.
3. Large Buyers.
4. Quantity discount only, Maximum discount or minimum net.
5. Central stations, power companiesand utilities.
6. Manufacturers agents.

Wholesalers

Wholesalers in most cases are quoted slightly larger discounts and lower net prices than dealers and retailers.

Large Buyers

"Large Buyers" are given discounts which are equivalent to, and in some cases, slightly less than these offered wholesalers. Also companies who did quote dealers and/or wholesalers, do not quote large buyers.

Quantity and Maximum Discounts

A further classification covers those companies quoting quantity only or maximum discounts or minimum net. In most cases, this is a net. Central Station, and the like, are quoted discounts which vary from par with dealers and retailers to in excess of those quoted large buyers.

Manufacturers' Agents

"Manufacturers' Agents", are quoted discounts by a few companies generally on a par with the highest discounts to any other customer class.

Miscellaneous Allowance

"Miscellaneous Allowances" are a source of much difficulty and confusion. In comparing the prices or discounts of individual companies, it is of the utmost importance that the record be checked for possible special discounts. Typical or these special discounts or charges are:

1. 10% allowance for advertising and sales-promotion work.
2. 25 to 50 heaters - 5% advertising allowance.
3. Prices subject to extra 10%.

Terms of Payment.

Terms were usually 2%, 10 days, net 30, but many variations occurred with some companies quoting as high as 2%, 10 days, 90 days net and others offering no discount for cash.

Delivery Terms.

Delivery terms were usually f.o.b Factory but with deviations and exceptions as, f.o.b. destination 100 lbs., f.o.b. Metropolitan New York

f.o.b. warehouse, Freight prepaid 100 lbs. and over.

Lack of Uniformity.

Probably the most outstanding characteristic of these first filings is the difference and dissimilarity between the filings of individual manufacturers. This is accountable on the ground of difference in types of product manufactured, design and quality plus a relatively large number of manufacturers.

D. Final Filings.--Comparison with Original

The 'Final Filings' are so termed rather than 'Final Structure' because the situation was not one of regular form or design.

Comparing the final filings with the original, the trade classifications have remained the same as have the discounts quoted. In some groups, as for instance, "Large Buyers", there has been some shifting as to the type of the outlet quoted. Many companies because of having made only one filing retain their position as of the original filing. It is quite interesting that the smaller companies, in many cases, in the final filings quote more often than originally to wholesalers and large buyers.

Growth of Miscellaneous Allowances

In the original filings nine companies quoted specific special allowances. In the latest filings some twenty-five quote such allowances. This development is probably one of the most significant and indicates that due to the confusion which existed, manufacturers felt that these odd discounts had to be set up to provide flexibility in each case without the necessity making revision of existing filings. In actual practice, it probably worked out that these specials became regular discounts.

Terms of Payment and Delivery

In the area of terms of payment and delivery, the same general situation prevailed with an increase in the number of miscellaneous elements which were optional for standard or customary practice.

E. Lowest and Highest Prices -- Electric Heating Irons

Considering the work sheet entitled "Lowest and Highest Prices, Electric Heating Irons", (Appendix B Part 10a) and comparing the list prices and discounts under the original filings with those of the latest filings, it will be seen that although the items selected for each company were as nearly comparable as possible, great differences in price and discount emerge.

1. Prices - Original Filings

In the original filings, irons are listed from about $1.50 to $8. 95 with fairly regular gradation between. After considering the discounts

and net prices quoted on the specimen irons, the difficulty of comparing products becomes evident. It will be found that one iron lists at $1.50 with a net of $1.60, another lists at $1.47 with a discount of 10%. Also one iron listed at $3.25 with a discount of 50%, another listed at $3.50 with a discount of 50% to most customers and a net of $.75, to one purchaser. Another iron listed at $3.50 is quoted down to $1.80 less 5%, and to another customer class at $1.50 less 40%-10%-5%. Two different companieslist irons at $7.95, one quoting a net of $3.93, and the other $3.60 less 5%, including a one dollar trade-in-allowance.

2. Prices - Final Filings

In examining the latest filings, it was found that certain of the items originally selected as typical specimens had been eliminated and others had been revised as to construction, design, etc. So that in addition to changes in price, certain irons were cheapened in construction or finish, while others were eliminated from the line and replaced by less costly products.

Irons now list from $.60 to $8.95 with very few being listed above $5.00 and the majority below $3.50. This situation is a further indication of the fact that the new outlets have created a very considerable demand for price merchandise. There are, however, instances of increased net prices, and prices which have remained the same, found usually in the higher priced merchandise, produced by old line houses and subjected to national advertising. Other companies, in an attempt to preserve previous list prices and classification discounts, quote additonal allowances which affect the net price from 5% to 15%.

This work sheet illustrates, in some measure, the activity which occurred in the low price field with the possible effect of seriously impairing the sales volume of the higher priced quality items.

3. Price Changes on Electric Toasters (Appendix A Part 10a)

In line with comments on price changes, refer to Appendix A Part 10a. This study serves to illustrate not only price variations with respect to specific items, but also the possibility of obscuring filed prices by the re-arrangement of catalogue nmebers and symbols. Notice also the drastic reductions made in items which are to be eliminated or closed out.

F. Chronological Record of Price Filings by Companies

In order to examine specific filings and changes between the original and later filings, refer to Appendix A Part 10, Chronological Price Filings by Companies. In compiling this record, fourteen companies were used, they being illustrative of the entire group. The number of filings made varies from twenty-five or thirty for large companies to four or five for very small.

Waiting Period

The waiting period was used quite often, the Supervisory Agency requiring ten days except under exceptional circumstances. Due to the fact that there is little or no comparison possible between products, initiating revisions were not met within the ten day waiting period except in one or two

case.

Meeting Competition

At this point, it is probably well to discuss the difficulty in determining in this group when a filing met competition. It is relatively simple matter where a few standardized products are to be considered, but in the Domestic Electric Heating Appliance Group, where, as in one case, a manufacturer quotes prices on nineteen types of percolators, it is exceedingly difficult to decide when or when not products are competitively comparable. For instance, a toaster is sold by manufacturer A at $2.00. Manufacturer B sells a toaster for $1.50. A reduces his toaster $.10 B wishes also to reduce his toaster $.10 on the groundthat the two products compete. In the broad sense, it is true that they do compete, but to carry the thought further, a toaster competes for the consumer's dollar with the percolator, the ironing board, shoes and apples. Obviously, if a line is to be drawn, it must be an arbitrary one. Further more should the manufacturer be permitted to reduce his toaster $.10 then he is not perhaps meeting the price of Manufacturer A in the strictest sense. But if it is suggested that he reduce his price only 5%, he may object on the ground that there has always been a difference of $.50 in the price of his toaster and that of Manufacturer A. This illustration can, of course, be enlarged to include the case of the manufacturer who reduces one percolator and his competitor who wishes to meet this reduction by reducing a percolator which is comparable and then or a dozen others in addition, on the ground that he has to maintain set price differentials in order to move his entire line. These are merely administrative questions which did arise during the price filing era.

Increasing Lines.

One very interesting feature of the Chronological Record of Price Filings is the constantly recurring situation where a manufacturer files prices on a product in the Domestic Electric Heating Appliance Group which he has not previously manufactured. There is little or no evidence of an increasing number of outside manufacturers entering the Industry during the code period but there is a strong indication that manufacturers already in the Industry did materially increase the scope of their operations from the standpoint of number of products. This may or may not be traceable in any degree to the open price filing system. It may be that with business at a low ebb, manufacturers were looking about for means to better their condition and therefore would have hit upon the extension of line regardless of open price filing.

Summary:

1. Certain natural characteristics of the group apparently resulted in confusion. Some of the characteristics which seemed to cause the most difficulty were:

    1. Lack of standardized products.
    2. Numerous products and adaptations.
    3. Many product quality levels not clearly defined.
    4. Product Design.
    5. Numerous manufacturers many of them relatively new in the Industry.

2. There was a decided increase in the number of 'price' items.

3. Well known and nationally advertized products of old line companies did not lower materially in price.

4. Customer classes and functional discounts did not change substantially but special allowances and discounts increased in number and effect with the result thatmost prices probably were lower at the close of price filing than at the beginning.

5. Manufacturers in the general field of domestic electrical appliances appear to have extended their product lines to include items not previously manufactured by them.

6. The price filing experience was a means of compiling a record of the number of members in the Industry, their products and methods of selling.

EXHIBIT A

PRICE CALL - Domestic Appliances

APPLIANCE PRODUCTS SUBDIVISION
December 18, 1933

I, Walter M. Stearns, Supervisory Agency of the Appliance Products Subdivision of the electrical manufacturing industry appointed, in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, by the Board of Governors of National Electrical Manufacturers Association, hereby notify you that I have, pursuant to the authority vested in me by Article X of said Code, determined that it has been the generally recognized practice to sell;

Domestic Electric Heating Appliances - except electric ranges over 2½ K.W. capacity and electric water heaters of the non-portable type

Domestic Portable Motor Driven Appliances - except clocks, dishwashers, fan motors, refrigerators, sewing machines, vacuum cleaners and washing machines

on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment.

I therefore direct that you as a manufacturer of, or one promoting the manufacture for sale of, all or any of the above, at the office of National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before December 30, 1933 ONE HUNDRED NINETY-FIVE (195 copies of your price lists, or price lists and discount sheets, showing your current prices and fixed terms of sale and payment to your various classes of trade on the products specified above.

The following exceptions are made:

(a) Prices to your employees for their own use
(b) Prices covering export sales
(c) Prices to other manufacturers of the products specified above.

Show all discounts, terms, etc., either on price lists or attached thereto and not in a separate letter to the Supervisory Agency.

(Signed) Walter M.Stearns
Supervisory Agency.

P.S. All packages must be marked DH-12-18 for identification. Your company name and a date must appear on all sheets or sets of sheets furnished this Agency. Price sheets, or revisions thereof should not be typewritten, either original or carbon copies.

CHAPTER 12

FOOD SERVICE EQUIPMENT

A. The Industry

1. Product

Description

The products of the Food Service Equipment group include all electrically operated or heated counter appliances, bake ovens, dish washers, meat choppers, coffee mills, potato peelers, drink mixers, slicers, silver burnishers, and other similar appliances.

The problems of this group were not particularly well known at the time of the price call, for a number of reasons, of which the following are illustrative:

1. Number of manufacturers unknown.

2. The products manufactured by each unknown.

3. Method of selling undefined.

Materials

Materials used in fabrication of products of this group include iron and steel castings, die castings, molded plastics, knives, saws, formed steel and iron parts, electrical motors and control equipment.

Variations

Included in this study are twenty-three separate and distinct products plus numerous special and almost custom-built items. The various pieces of equipment vary from small store size to large commercial units. Equipment produced by individual companies will vary as to size, appearance, construction, motor, amount of work done and type of work done.

2. Companies

Number

Forty-two companies filed prices.

Size

Companies vary from very small with one or two employees to large manufacturers maintaining substantial payrolls.

Other Products

Most of the members of the Industry confine themselves to the

manufacture of food service equipment, but about the manufacture other and allied products. Some few operate generally in the Electrical Industry.

Location

The majority of the companies are located in the Eastern industrial area and in the Chicago and Detroit metropolitan areas, one in Norfolk and one in Louisville.

3. Market

The products of this group are used in hotels and commercial establishments and other enterprises where food is prepared in large volume.

Distribution

Distribution is made direct to user and by means of distributors, chains, dealers and equipment houses. The products are distributed nationally.

Freight

Due to the weight and bulk of some of the equipment, freight may be an important item, though the high unit value usually renders it not significant.

4. Open Price Filing.

Price Call

Realizing the lack of information concerning those properly within the group, the Supervisory Agent had, on February 21, 1934, addressed a letter to all manufacturers who might be properly included, asking them to supply a list of their products and other data which would be helpful in composing the price call.

The price call based on the first paragraph of Article X of the Code of fair competition for the Electrical Manufacturing Industry and issued March 30, 1934, effective April 10, 1934, was addressed to more than forty-five manufacturers. (Exhibit A)

Six exemptions for special transactions, such as rules for export, were made in the price call. Attention is called to these exemptions in the light of confusion in some of the other groups, and the suggestion concerning the elimination of particular products and types of transactions from the scope of price calls.

Work Sheets

Due to the diversity of products, lack of descriptive material, and the vague and incomplete filings made, work sheets were not set up for

all products included. To illustrate the diversity of products, there is included (Exhibit B) a list of products with an identifying symbol, a list of the products manufactured by each company, and a summary of the number of companies producing each of the products. Of the twenty-one products, sixteen are manufactured by four companies or less, usually less. Sixteen companies made different types of meat choppers, fourteen companies different coffee mills, eleven companies made meat slicing machines, while nine companies made some product or products apparently not manufactured by any other company.

Work sheets were made showing customer classifications, discounts, trade in allowances, deferred payment plans, delivery and terms of payment. (Appendix B, Part II) In additions, these sheets include prices for the lowest priced items and the highest priced items of a given product manufactured by each company.

Many of the companies made only one, two or three filings, so that in many instances the entire record of a particular company is set out on the work sheets described above. In an effort to simplify the complexity resulting from the number of products, separate work sheets of the type described were made for meat choppers, potato and vegetable peelers, silver burnishers, coffee mills and meat slicing machines.

It was not considered necessary to make work sheets for all types of products, since the five named illustrate the type of industry and its activities under the open price filing system. Each producer tends to sell his various products according to much the same price pattern. A second study was made in the form of a chronological record of price filings by companies. (Appendix A, Part II) This includes only the records of those companies who made more than two filings.

B. Basic Structure

1. Original and Final Structure

In this Industry, a price structure exists in name only. The structural pattern for each company is similar but not identical. The type of structure might be illustrated by the fact that all people are constructed of the same number of parts but that these parts vary. Normally all people have hands, but of different shape, size and dexterity, all have eyes, but of different size, color, shape and usefulness.

Price

In the matter of price, some manufacturers quote list prices, others quote net prices, some quote on a combination of both, and some even quote net prices on specific types of a particular item with list prices on other types, and others quote net prices to certain customer classes and list to other classes.

Practically all companies have list prices but often the price to a given customer is not expressed as by a discount from list but merely

a net price, which is lower than the list.

As might be expected under the conditions of product differences, the range of list prices varies considerably in amount. For meat choppers, the lowest price is ninety dollars and the highest price is over fifteen hundred dollars. Similar differents in list are found in connection with other products. There are a few cases of two or more companies quoting similar lists, but the product in each case varies materially, as do the discounts.

As between the original and final filings, no definite price change occurred, but modifications of product and the dropping of old lines and adding new, caused different list prices to appear. It is not possible to determine whether these later prices were higher or lower than the original.

Discounts and Customer Classifications

There are two general types of customer class.

1. Users

2. Distributors.

Users are described by various companies as follows:

1. Users
2. Government agencies, other than federal
3. United States Government
4. Institutions
5. Packing houses

Distributors are described as :

1. Distributors
2. Chains
3. Dealers
4. Quantity buyers
5. Jobbers
6. Various types of supply and equipment houses
7. Manufacturers' agents

The same list prices are usually employed as the basis of quotations to all types of customer class but there is apparently no channel which is most favored in every case. Some companies quote preferential prices to chains, others to jobbers, dealers or distributors. However, the distributor groups is usually quoted more favorably than the user group.

There was no uniformity as to the number of customer classes quoted by individual companies. Some companies apparently specialized in selling to equipment houses, others to distributors, still others to chains. The exposure of the channels of distribution of their competitors apparently did not cause manufacturers to increase the number of channels

through which they quoted.

Comparing list prices and discounts, it is seen that there is no constant relationship between the two. For example, one manufacturer with a list price of one hundred and fifty dollars has a discount of 60%, while another with a list price of one hundred and forty-five dollars has a discount of 25%. Any further comparison of list prices and discounts will provide innumerable illustrations of the lack of relationship between size of list and size of discount.

During price filing it appears for the record that prices changed very little. This conclusion cannot be stated with certainty for the reason that the price filings gave such an inadequate picture. Having in mind the disorganized character of the filings, and in view of the fact that little or no change is noted in connection with items on which complete filings were originally made, it is probable that the final filings represent more adequately the way the group did business than do the original filings.

Freight Terms

During the period of open price filing, at least twenty-eight varying sets of delivery terms were used (see list in Appendix B, Part 11). These terms varied from a simple statement, such as FOB factory, to delivered prices on a zone basis. No trend toward simplification or uniformity is evident.

Credit Terms

The average payment terms were 2%, 10 Days, net 30 days, or some approximation thereof. However, many divergent and varying terms occurred such as 5%, 30 days; 10% cash; 5% for cash on large machines and 2% for cash on small machines. Here again there was no tendency toward uniformity.

About 80% of the Industry filed deferred payment plans, no two being alike, nor was there any tendency toward uniformity during open price filing.

Credit terms were usually, for a given company, the same for all products. The changes and time allowed on deferred payments related to the cost of the equipment and varied so as to afford the purchaser of the more costly items an opportunity to pay over a longer period of time.

Trade Allowances

About one-third of the companies filed information pertaining to trade-in allowances, usually in connection with the trade-in value of specified equipment as credit against purchase of a given item. It is quite probable that everyone in the industry made trade-in allowances but that the Supervisory Agency did not insist that they file data in view of the difficulties of enforcement.

3. Chronological Record of Price Filings by Companies (Appendix A, Part II)

Number of Filings

Fewer filings per company were made in this group than in any other, the average being two, with many companies making only one filing. Four filings was the maximum number made by any company.

Waiting Period

After the original filing, practically every filing was given a ten day waiting period. No filings were made to meet competition within a ten day waiting period.

Form and Content

The form of the filings in the majority of cases was exceedingly poor. The filings were made on little scraps of paper, business cards, and booklets. They contained little or no descriptive material, no adequate customer definitions, and only the vaguest statements with regard to trade-in allowances, deferred payment plans, discounts, etc.

Summation

Three things apparently accrued to the Food Service Equipment group during open price filing, in that information was gained as to:

1. Number of manufacturers
2. Products manufactured by each
3. Channels of distribution employed

Conclusion

It would appear from the experience of this group that open price filing is one method of obtaining registration for an Industry. As to whether any trends in actual prices would have occurred under longer experience is merely an interesting conjecture.

Too much emphasis cannot be laid upon the necessity for making accurate, complete filings. It is possible that in this group if the experience had been longer, members of the Industry would have become educated to do so. But the records as they stand in many cases are practically useless.

The rather careless handling of trade-in allowances in this group necessitates pointing out that regardless of the efficiency of administration or the degree of cooperation on the part of individual members, so far as price is concerned, the failure to cover the matter of trade-in allowances nullifies any value, statistical or otherwise, that might be obtained from price filing.

The group is clearly one in which:

(a) Products cannot be defined because of quality and design variations.

(b) Competition lies in the field of product quality and skillful selling rather than in price variation.

(c) A large proportion of the sales are made in terms of single units to purchasers not continually in the market.

(d) The group does not consist of active competitors as such, but firms which split up into many small, overlapping, competing groups according to product, each not concerned with the behavior of other small groups producing other products of food service equipment.

In other words, the group was by no means a fertile field for price filing. While there was, perhaps, benefit from the rough filing, it is difficult to discover any value in the continuing procedure beyond the information provided in the initial filing. Certainly there was no evident effect in the price structure from price filing.

EXHIBIT A

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION

155 EAST 44th STREET
NEW YORK

DESIGNATED AS THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY, UNDER THE NATIONAL INDUSTRIAL RECOVERY ACT, APPROVED BY PRESIDENT ROOSEVELT ON AUGUST 4, 1933.

OFFICE OF SUPERVISORY AGENCY FOR
APPLIANCE PRODUCTS SUBDIVISION
March 28, 1934.

I, Walter M. Stearns, Supervisory Agency of the Appliance Products Subdivision of the electrical manufacturing industry appointed, in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, by the Board of Governors of National Electrical Manufacturers Association, hereby notify you that I have, pursuant to the authority vested in me by Article X of said Code, determined that it has been the generally recognized practice to sell:

> FOOD SERVICE EQUIPMENT coming within the definition given below by the Food Service Equipment Section of the above Subdivision of the National Electrical Manufacturing Industry

on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment.

The term "Food Service Equipment" as used herein is defined to mean all electrically operated counter appliances, electrically operated heavy duty equipment, electric-bake ovens, dishwashers, meat choppers, coffee mills, vegetable peelers, drink mixers, slicers, silver burnishers, and such other appliances as are natural affiliates, for sale to the commercial and institutional trade, excluding in all cases equipment designed for household use.

As a basis of dividing the above products into two groups for price filing purposes it has been decided to issue a separate price call covering products in this classification for

(A) Equipment operated by electric motors (not supplied with electrical heat for cooking or heating purposes)

(B) All other appliances equipped for electric heating or cooking with or without motor attachment, and

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such non-electrical appliances coming within this classification as are natural affiliates.

I, therefore, direct that you, as a manufacturer of, or one promoting the manufacture for sale of, all or any of the above products designated in subdivision (A) as equipment operated by electric motors, file with me for distribution, as required by said Code, to all other manufacturers of the products specified above, at the office of the National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before April 10, 1934, FIFTY copies of your price lists, or price lists and discount sheets, showing your current prices and fixed terms of sale and payment to your various classes of trade on the products specified above under (A).

The following exceptions are made:

(a) Prices to your employees for their own use.
(b) Prices covering export sales.
(c) Prices to other manufacturers of the products specified above.
(d) Prices covering sales to the Federal Government.
(e) Commercial dishwashers as this product has already been covered by a price call.
(f) Prices on appliances covered in paragraph (B).

It should be noted that this price call does not require you to submit prices on equipment covered in paragraph (B) as these prices will be called for in a separate letter which will be sent out tomorrow and should be filed individually. If you manufacture and/or sell devices covered in paragraph (B), and do not receive a letter from us within the next three days calling on you to file prices for products in this classification, I will appreciate receiving a letter from you giving us this information.

Show all discounts, terms, etc., either on price lists or attached thereto and not in a separate letter to the Supervisory Agency.

Supervisory Agency.

P.S. All packages must be marked FM-3-28 for identification. Your company name and a date must appear on all sheets or sets of sheets furnished this Agency. As typewritten sheets, either original or carbon copies, require first class mail, your price sheets or revisions thereof should be printed or in some form of processing or duplication.

NATIONAL ELECTRICAL MANUFACTURERS ASSOCIATION
155 EAST 44th STREET
NEW YORK

DESIGNATED AS THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY, UNDER THE NATIONAL INDUSTRIAL RECOVERY ACT, APPROVED BY PRESIDENT ROOSEVELT ON AUGUST 4, 1933.

OFFICE OF SUPERVISORY AGENCY FOR

APPLIANCE PRODUCTS SUBDIVISION

February 21st, 1934

Gentlemen:

The Food Service Equipment Section of the above subdivision has defined the basis of determining products coming within its scope as follows:

> The term "Food Service Equipment Sub-division of the Electrical Manufacturing Industry" as used herein is defined to mean the manufacture for sale of all electrically operated counter appliances, electrically operated heavy duty cooking equipment, electric bake ovens, dishwashers, meat choppers, coffee mills, vegetable peelers, mixers, slicers, silver burnishers, and such other appliances as are natural affiliates, for sale to the commercial and institutional trade, excluding in all cases equipment designed for household use.

Our records show that you are a manufacturer of one or more of the products in this classification, and to avoid unnecessary future correspondence it will be helpful if you will see that this letter is promptly replied to, giving the following information:

> 1 - Furnish us with a record of the entire list of products coming within the above classification that you manufacture or sell.
>
> 2 - Advise if it is your practice to recognize in your price schedule various classes of trade such as distributors, jobbers, public utilities, dealers, and others, specifying which in each case.

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3 - Do you have an established price schedule applying to chain stores, and if so, can you furnish us with your definition of what constitutes a chain store for this purpose.

This letter is not a call for prices or discounts, and is written only to secure helpful information for the Supervisory Agency prior to a formal call for prices, which will be made in the very near future.

I am also enclosing a record of the names of concerns on our list who are understood to be manufacturers of a product coming within this classification, and I will appreciate any information from you of additional names that should be added to the list, and would request you to advise us of street addresses if they are located in large cities.

Assuring you of appreciation for a prompt reply, and also advising you that it will be held confidential.

Very truly yours,

Walter M. Starrs
Supervisory Agency

WMS:ME
Enc.

Chapter 13

LAMINATED PHENOLIC PRODUCTS

A. The Industry

The Laminated Phenolics Products Group is made up of 13 manufacturers of the primal product together with about 40 "fabricators" of the material.

1. The Product

Laminated phenolic compounds have been developed since about 1910, but the greatest progress has been in the past 10 years. They are an outgrowth of the vulcanized fiber industry.

This material, often referred to as bakelite, is standardized as to nomenclature, size, and form and is more or less uniform in composition from company to company.

Pehnol products were widely used by the electrical industry as an insulating material and this use has constantly increased. The large electrical companies began its manufacture probably for use in their products but the great increase in demand for the material in other industries opened new markets wherein the material was used because of its appearance and physical properties rather than electrical properties. Wider uses are constantly being found in machine construction as well as decorative fields but it is probable that the electrical industry utilizes a large portion of the production.

It falls naturally into four product groups, each being a different manufactured form or shape having its own quantity discounts. The four types are briefly described as follows:

Sheets - Laminated phenolic sheets are plies of paper, cloth or other fibre sheets impregnated with a phenolic varnish or compound and bonded together under heat and pressure. The thickness of the sheet is regulated by the number of plies and the pressure applied. The standard maximum size sheet available is about 38" square and ranging from 1/64" to 3 or 4" in thickness. Since washers, blocks and all flat shapes are cut from sheets they are probably made in greater volume than any of the other shapes.

Washers and Discs

Washers are partially fabricated parts cut from sheets material and are sold at a net price per 100 or per each rather than on a pound basis, but the actual weight of the scrap is figured in the price. Thus the customer purchasing a washer 3" in diameter actually pays for a 3" square of material plus a machining charge. In the case of large rings cut from canvas or linen base material used in the manufacture of ring gears, etc., the customer is allowed about 50% of the net value of the discs cut from the center. The weight of the scrap which amounts to about 1/4 of the total weight is eliminated in transportation.

Tubing

Tubing is made by wrapping impregnated plies around a core or mandrel and molding under heat and pressure as in the case of sheet material. The maximum length made is about 48". This is usually sold by the foot or cut up in specified lengths with machining charges added. Round tubing is standard but tubes of other shapes are made on special order at extra charge.

Rods

Rods are made from impregnated plies rolled and then molded as in the case of the other forms. The maximum length made is about 48". Rods are also sold by the foot.

2. Members of the Industry

Fabricators

The exact definition of a fabricator as used in the industry is not available although the term implies one who forms, makes or manufactures the material into finished or semi-finished parts. In quoting special discounts to fabricators, only Company #33, defined the term in detail to mean one who maintains an adequate stock of material, and furnishes delivery, selling, and catalogue service together with the extension of credit to his buyers. It is apparently not necessary that he fabricate the material.

That some fabricators are merely distributors is further indicated by the fact that it was the universal practice, during the period of the price call, for fabricators to file the price sheets of the company whose materials they sold. The only alteration made was the stamping of the fabricator's name on the filing. Fabricators' filings were usually made some time after the effective date of the similar manufacturer's filing, and in many cases they would file two or more previous filings of the manufacturer bringing their filings up to date. Since these fabricators filed prices identical to those of the primal manufacturers, they will be covered in the general discussion.

Employment

It is not possible to estimate accurately the number of processing employees engaged in the manufacture of this material as most of the plants are also engaged in the manufacture of vulcanized fibre and other affiliated products. However, it is likely that most of the plants employ normally from 250 to 500 processing employees.

Location of Plants

The manufacturing plants, for the most part, are located along the Northeastern Seaboard with slightly more than one half of the number being located in Delaware and Pennsylvania and one each in Ohio and Illinois. The plants of the fabricators are located in the industrial centers and

in the major cities on the west coast.

Activity

Since the products of thisgroup are principally used as raw material in the electrical and other manufacturing industries, the group's activity was probably affected by the inactivity of manufacturing as a whole. This decrease in the volume may have been partly compensated for by increased use of its product in the past few years in construction and decorative fields. Sales in these two markets were not covered under the price call but effects were no doubt felt.

Markets

Sale of the products of this group, as covered by the price call, is principally confined to manufacturing centers since it is used largely as a raw material in the manufacture of other products. The greatest market is in the North central and Northeastern sections of the United States.

Sales are more dependent on engineering specification and introduction in new fields than on design and appearance.

3. Scope of the Study

D Due to the fact that filings were basically simple and few in number a chart was made showing all important filings of the 13 manufacturing companies on the 4 types of material. This is entitled "Comparison of Discounts," (Appendix B, Part 12, Section a). The Chronological Record of Price Filings covers the filings of 33 companies out of the total of 57 companies who filed prices. (Appendix A, Part 12 Section a.) A number of fabricators were included in order that any effect of their filings might be studied. Copies were also made of instructions for calculating prices on specialties and instructions for quoting on government bids (Appendix A, Part 12, Section b).

4. The Price Call - Exhibit A

The price call was based on the first paragraph of Article X of the code and became effective, September 28, 1933, and was terminated by the Schecter decision.

Members of the Industry

There are three types of members in the laminated phenolic group, the large electrical company whose production of this product is partly for its own use, the vulcanized fibre and phenolic fibre manufacturer and the fabricator or agent of either of the above.

As an example of the problems of this group, the first two types are fabricator, due to lower overhead, is able to handly small orders more profitably than the larger companies. Due to keen competition there was a greater tendency to take any business available regardless of the size of the order with a result of price being cut by the fabricator

to maintain his position.

Price Structure

The basis of price of all unfabricated forms is a list price per pound on various size ranges of all of the forms of material. There are two list prices on each range, one on material within NEMA Standards Limits, the other on "close" limits of thickness or other dimensions. The grades of material are quoted in two groups in the case of sheet material, the first being grades D and UF and the second all other grades. Discounts are quoted per pound for sheets, per foot for rods and tubes, and per each or per hundred for washers, discs and gear blanks. Specialties, when quoted on request, are quoted per each or on a weight basis as requested or may be calculated in most cases by following pricing instructions.

The system of list prices for various shapes is briefly outlined as follows:

Rods

List prices quoted on 27 sizes. Intermediate sizes. Intermediate sizes at price of next larger diameter. The list applies to all grades.

Tubes

List prices quoted on 1500 sizes of tubing and applied to all grades. It is interesting to note that considering all combinations of quantity, quality and size there will be a total in excess of 25,000 prices on tubing.

Washers

Quotations on washers up to 3 inches in thickness requires 5200 list prices and without considering special machining etc., these work out to over 125,000 net prices in possible combinations as above in tubing.

Specialties

Net prices are calculated from the base price of the material used according to instructions given in price filings.

Illustration of List Price and Discount

To illustrate the list price and discount structure quotations on sheets are listed below (also see Appendix A, Part 12, Section c) and although those on other forms of material are stated differently and list a greater number of items, the general set-up is the same.

Sheets

Size about 38" x 38" and 38" x 43"

List prices per pound

	All grades Except Grade D and UF N.E.M.A. Standard Limits	Close Limits	Grade D and Grade UF N.E.M.A. Standard Limits	Close Limits
Under 1/64" thick	$3.50	$3.70	not made	not made
1/64" thick	3.00	3.15	$8.00	$8.40
1/32" thick	2.35	2.45	4.00	4.20
3/64" thick	2.20	2.30	2.70	2.85
1/16" thick	2.05	2.15	2.05	2.15
3/32" and over	2.00	2.10	2.00	2.10

INTERMEDIATE THICKNESS at price of next THICKER

DISCOUNTS (*)

	Less than 50 lbs.	50 to 299 lbs.	300 lbs. & over
X and XF Natural, X and XF Natural with black surfaces, X and XF black	64%	68%	72%
XX and XXX Natural and Black	60%	65%	69%
C Natural and Black	48%	53%	60%
L Natural and Black	36%	43%	50%
D--Wood and Marble	52%	55%	57%
D--Fancy and Solid Colors	47%	50%	52%
UF Paper Base	37%	42%	45%
UF Linen Base	17%	23%	30%

It is interesting to note that the list prices on washers and other fabricated items have remained unchanged for many years and in fact are identical to those which have been used for many years in the Vulcanized Fiber Industry. There were no changes in these list prices nor in the list prices on any of the other forms during the period of price filing,

(*) NOTE: Generally, fabricators received a discount of 16 2/3% from prices calculated on about list and discount schedule and income cases. Small discounts and concessions were offered to certain purchasers as, for example, gear cutters were a discount of about 5% from the net and were excluded from minimum machining charges.

changes in discount, mostly minor, were made by practically all companies.

Specialties and Instructions

In addition to the above list prices and discounts, formulae and instructions for calculating prices on various shapes and sizes of material which were not covered in the price list are quoted. These methods of calculating prices on specialties become rather involved, but are briefly described as follows:

Strips and Blocks

Conversion tables are furnished which apply to strips and blocks of less less than 100 square inches, and within certain limits of length. These tables convert the area of the item to an equivalent washer size. The list price for that washer and the discounts for the quantity and grade of material are applied. For pieces containing less than 100 square inches and not coming within the range of the conversion table the weight of the number of pieces required is calculated and multiplied by the list price per pound of the material required, less the discount which would apply to that number of washers of the same material. Pieces containing over 100 square inches are figured in the same way, and a net price quoted per each.

Angles and Channels

In calculating prices on angles and channels the inside periphery of two such angles or channels is added together and divided by pi. The result is the diameter of an equivalent tube of round section. The list price for this tube can be found from the tables and 30% to cover special work, cutting etc., is added to this. Since each foot of tubing will make 2 feet of the angle or channel, one-half of the number of feet of channel required will be used to find which quantity group the order will fall in. The discount for this group is then applied giving a net price for the entire order. This can be divided by the number of feet of angle or channel required to give the net price per foot.

Machining Charges

Prices on machine work of various kinds, such as drilling, tapping, bevelling, etc. were listed on instructions given for calculating the cost. Roughly, the added cost per machining operation was about 10% of the net.

Government Bids

Government bids usually required quotation on a given number of square feet and therefore instructions for converting the usual prices per square foot were given.

Typical Price Change

Generally a price change would be brought about as follows:
One company would change a discount, another company within a few

days might meet or even "over-shoot" that price, others would file to meet one or the other, and eventually after several revisions the entire industry would end up on a common level only slightly different from the original. Changes in price or in discounts were not extensive. In fact in the case of the discount on washers each company made as many as three or four filings to effect a change of not more than 2% on large quantities. The intermediate filings gave a greater discount than the final filings, revisions being made bringing all quotations to the final level.

B. Price Movements

Washers

Of the four types of material considered more filings concerned washers than any other.

1st Change

On November 18, 1933, company #10 made a filing quoting quantity discounts on washers. Lots of 10,000 of X and XF grades had hertofore been given the maximum discount of 75%. By the terms of this filing the principle of quantity discount was extended to larger purchases, so that lots of 25,000 to 50,000 were quoted 77%; 50,000 to 100,000 - 79%; 100,000 to 250,000 - 80%, and over 250,000 - 82%. These quantity discounts applied only to X and XF grades of any thickness and canvas or linen grades 1/4" less in thickness. This filing was met by one company on November 22nd, one on November 23rd, one on November 29th, two on December 4th, one on December 5th, two on December 6th, one on December 7th and by the last company on December 13th. It is noted, however, that the above filings for Companies #8, 30 and 34 are identical in every respect with the exception of the discount on lots of 250,000. In this quantity the discount on paper base material is 1% lower and fabric base material 2% lower.

This change represents added quantity discounts in the large brackets.

2nd Change

The next change came almost immediately, on December 18th, when two companies filed a revision of discounts on washers in which lots of more than 10,000 were quoted the maximum discount. However, lots of 10,000 in this filing are quoted a discount as high as the discount quoted for lots of 100,000 to 250,000 in the filing of November 18th. Quantities less than 10,000 remain unchanged. All but two companies excepted did not meet it until April 14, 1934, the other company did not file.

This change drops the one largest quantity discount and extends the discount of the largest group back to the original minimum group.

3rd Change

The last filing on washer prices became effective on June 5th, for nine companies. Discounts on lots of less than 100 were increased, depending on grade, ranging from 6 to 12%, and on lots of 100 to 200 from 3 to 7%. Discounts on lots of 1,000 to 10,000 were increased from 1 to 8% and on lots of 10,000 and over discounts were decreased from 5 to 7%. This filing compared with the filing of December 18th shows that while the December filing extended better prices to purchasers of large quantities the January filing decreased the price to purchasers of small quantities and increased the price on large quantities.

In comparing this filing of June 5th with the original filing it is noted that the original quoted a discount on lots of 10,000 and over which is 2% greater than the filing of June 5th, while the June 5th discount on lots of 100 is 6% greater than the original filing. Thus in a period of 9 months the industry showed a trend toward quoting lower prices on larger quantities with no change in small quantities, than reversing and lowering price decidedly on small quantities and returning to about the previous level on larger quantities.

In very brief summary, the first tendency was to broaden the price range, but the final result was to narrow it, by reducing price to small purchasers.

Filings on washers made of Grade S material were first made on November 19, 1934, by 8 companies and followed during the next month by 4 others. On April 8, 1934, 5 companies again filed on Grade S, and decreased the discount 3% on all quantity groups. This filing was followed by 3 companies during April but the remaining 5 companies did not file.

Sheet Material

Sheets are the most widely used of the four types of materials in the fabrication of parts. Discounts were quoted on lots of less than 50 lbs; 50 to 300 lbs. and over 300 lbs. Different grades, colors and thicknesses may be aggregated in determining quantity discount.

On June 5, 1934, Company #10 revised the discounts on sheet material. Until this time X and XP grades had been quoted the same discount and XX and XXX together, were quoted another discount, the X and XP grades being about 4% higher than the other two. In this filing the four grades were combined and the discount quoted for the 4 grades was lower than had previously been quoted for either of the two groups. This amounted to a discount on XX and XXX grades of 2 or 3%, and on X and XP of from 5 to 7%. Discounts on canvas grades were lowered from 5 to 6% and on linen grades from 5 to 8% in each quantity group. This filing became effective on June 5th for 7 companies, and was followed during June by 4 more companies.

During November, Grade S material was brought into the picture at discounts ranging from 15 to 20% greater than corresponding quantity groups in the other paper base materials. This Grade S material had been

introduced to meet competition of vulcanized fibre manufacturers who coated fibre sheets with phenol varnish to simulate laminated phenol sheets. The Grade S sheets were inferior in finish and thickness was not guaranteed to be as exact as were the better grades of material. During November and December nearly all of the companies filed on this material at practically the same discounts.

The next important move in the industry concerned extensive discounts to Fabricators. Company #33 made a filing, effective December 10, 1935, which granted an additional 10% to Fabricators on Grade S material, and 16-2/3% on all other types of material. This discount represents a 10% or 16-2/3% decrease in net price. Other companies before this time had quoted 16-2/3% discount to specific agents or fabricators. As an example: Company #10 had quoted this discount to Company #11, a fabricator of its products, on October 4, 1933, and other companies from time to time had made similar moves. The filing of Company #33 extended this discount to those who fell within its definition of a Fabricator. This definition is quoted in the description of a Fabricator in the first part of this analysis. Before this, on June 5, 1934, Company #50 had quoted a discount of 15% to jobbers on washers for resale. Apparently this jobber classification is about the same as a fabricator.

These discounts were brought about by various companies dabbling in special discounts to specific customers until one of the largest companies took a definite stand, defined those to whom the discount would apply, and then quoted a standard discount to those customers. This filing resulted in four other major companies making a similar filing during February 1935.

The next and last important filing lowered the discounts on all quantities of Grade S material about 5%. This was initiated on April 6th by Company #4 and followed by four other companies between that time and April 22.

Tubing

Discounts were quoted on four quantity groups of tubing, in lots of up to 50 ft., 50 to 200 ft., 200 to 500 ft. and over 500.

On January 12, 1934, company #33 quoted discounts on tubing of Grade S material which were from 3 to 8% greater than for X and XX material. This filing was met by Company #5 on March 10, 1934, but no others quoted at any time.

On June 5th, Company #5 revised discounts on tubing. All discounts had been quoted an additional 15%, such as 45 plus 15, etc., and by this filing the additional 15% was discontinued by the basic discount remained the same. Since the basic discounts range from 15% to as high as 60%, depending on the grade of material, percentage of change in price varies with the type of material, there being a greater reduction in price on the expensive grades and less reduction on the cheaper grades.

Company #31 on August 13th quoted a discount of 65 and 15% on X and XX tubing up to 2" inside diameter in lots of 2500 ft. and over. This filing was met prior to the effective date by 8 other companies, and by September 1, 1934, by two other companies. The original filing did not limit the inside diameter of the tubing nor did it specify the cross section shape, but subsequent minor revisions limited the coverage to round tubing up to 2" inside diameter. This filing together with two filings affecting washers made on December 18, 1933, and June 5, 1934, are the only ones showing a group action in which more than 2/3 of the industry made filings, becoming effective on the same date.

Rods

There were no changes in discounts on rods during the period of price filing.

Terms and Delivery

Terms of payment and delivery throughout the industry were perfectly uniform. Terms being thirty days net, no cash discount and delivery as follows:

> Freight allowed on shipments east of the eastern boundary of Montana, Wyoming, Utah and Arizona. Shipments west of this line had 5% added to net price and freight was prepaid. All express and parcel post shipments were f.o.b. factory.

Summary

No basic change occurred in the price structure of the group although net prices on large quantities were lowered slightly.

It is doubtful that price filing really accomplished much in this group with the single possible exception of price changes being made with less confusion. With the advent of the price call the industry continued, with no noticeable change, in the former methods of selling.

Since the products of the various manufacturers are practically identical in finish, composition and physical properties, there is a tendency for competition to center on price alone. Considering this it is remarkable that so few changes in price were made and that such changes as were made were relatively minor.

Probably a strong stabilizing influence is the fact that two of the largest producers use a large part of their production in the manufacture of electrical apparatus. This would give them a distinct advantage in price competition in that it would tend to sustain production volume at a higher level than in the case of those manufacturers whose entire production is for sale.

EXHIBIT A

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155 EAST 44th STREET
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DESIGNATED AS THE AGENCY FOR ADMINISTERING, SUPERVISING AND PROMOTING THE PERFORMANCE OF THE PROVISIONS OF THE CODE FOR THE ELECTRICAL MANUFACTURING INDUSTRY, UNDER THE NATIONAL INDUSTRIAL RECOVERY ACT, APPROVED BY PRESIDENT ROOSEVELT ON AUGUST 4, 1933.

OFFICE OF SUPERVISORY AGENCY
CONSTRUCTION MATERIAL SUBDIVISION

I, E. H. Ott, Supervisory Agency of the Construction Material Subdivision of the electrical manufacturing industry appointed, in accordance with the provisions of Article XII of the Code for the Electrical Manufacturing Industry approved by the President on August 4, 1933, by the Board of Governors of National Electrical Manufacturers Association, hereby notify you that I have, pursuant to the authority vested in me by Article X of said Code, determined that it has been the generally recognized practice to sell:

1. Laminated Phenolic Products made of paper fabric or asbestos base material, bonded with synthetic resin bond and made in form of plate, tube, rod, angles, channels, washers and blanks,

2. Laminated Phenolic Specialties sawed, punched, cut or fabricated from primal forms as described above

on the basis of net price lists, or price lists and discount sheets, and fixed terms of payment.

I therefore direct that you as a manufacturer of, or one promoting the manufacture for sale of, all or any of the above products, file with me for distribution, as required by said Code, to all other manufacturers of the products specified above, at the office of National Electrical Manufacturers Association, 155 East 44th Street, New York City, on or before copies of your price lists, or price lists and discount sheets, showing your current prices and fixed terms of sale, payment, delivery and any other conditions which affect the sales price on the products specified above.

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The following exemptions are made:

a. Prices for refrigeration strip material which is included in a separate price call.

b. Prices for materials intended primarily for decorative applications.

c. Courtesy discounts to manufacturers or those promoting the manufacture for sale of the products mentioned above.

Show all discounts, terms, etc., either on price lists or attached thereto and not in a separate letter to the Supervisory Agency.

Very truly yours,

E. H. Ott

E. H. Ott
Supervisory Agency.

P.S. All packages must be marked LP-9-15 for identification. Your company name and a date must appear on all sheets or sets of sheets furnished this Agency. As typewritten sheets, either original or carbon copies require first class mail, your price sheets or revisions thereof should be printed or in some form of processing or duplication.

CHAPTER 14

GENERAL COMMENT ON FIVE GROUPS IN THE ELECTRICAL MANUFACTURING INDUSTRY

POLE LINE HARDWARE
PANEL BOARDS
INDUSTRIAL LIGHTING EQUIPMENT
PORTABLE ELECTRICAL TOOLS

NON-RENEWABLE PLUG FUSE

A. Introduction

Seventeen industry sections or groups in the Electrical Industry were studied in connection with "Open Price Filing." We have so far in this report reported on twelve of these in detail. Generally speaking, the remaining five serve to illustrate that situations and conditions touched upon are typical in the industry rather than exceptional. Work sheets were made on these five groups following the same form as used in connection with the other twelve.

1. Work Sheets

1. Appendix A Part 13.

Chronological record of Price Filing.

Section a. - Non-renewable Plug Fuse.

Section b. - Portable Electric Tools.

Section c. - Panelboards.

Section d. - Pole Line Hardware.

Section e. - Industrial Lighting Equipment

2. Appendix B Part 13.

Original and Final Price Structure.

Section a. Non-renewable Plug Fuse.

Group Pattern.

Considering these five, we notice first that each has its own peculiar structure or design for doing business and also that members of each group engage in the manufacture of other products. Each member conforms to the pattern of each group of which he is a member. This is a situation very typical of the Electrical Manufacturing Industry but with exceptions. For example, in the Portable Electrical Tool Group, several manufacturers sell the product not in conformity with the group structure but on the basis of the modus operendi of the Fractional Horse Power Motor Group. Exceptions, however, in almost every case become less divergent under "Open Price Filing" experience.

Pricing

In the matter of price, these five groups generally quoted a list price and discount but also quoted net price to some customer classes and on certain products. These list prices remain fairly steady and on the same list usually applied to all customers.

Customer Classes and Discounts

Discounts are almost invariably quoted with respect to the potentialities of a customer as a quantity buyer and with few exceptions may be divided into two groups. (1) A service differential given to types of distributor. (2) Discounts quoted to institutions or organizations where the product is to be used for educational purposes or where the institution or organization is supported by public contribution.

Discounts are flexible, that is to say, they can be and are changed often but it is a rarity for the differentials between customer classes to be revised so as to realine the competitive position of types of customer. A typical arrangement is to have a standard discount for a given customer class plus a range of additional discounts so that not only do customer classes aline themselves in accordance with their purported customer value but within each class there is usually a secondary alinement which evaluates the customers individually.

There appears to be a tendency toward individual manufacturers having a particular customer class which they endeavor to keep in a preferred position and also some tendency toward increasing the number of customer classes quoted. The definition of customer classes is almost invariably insufficient. The theory is not advanced that customer classes can always adequately defined but if open price filing is to be utilized the degree of success is materially dependent on adequate customer definition. While on the subject of defining for purposes of identification, there exists in the records of the open price filing experience of these five groups as well as in others the necessity for more adequate description and identification of product.

Price Level

In these five groups as in others examined in the Electrical Industry, it is questionable whether or not a price level can be determined and whether determination can be made that prices are higher or lower than previous prices. Generally there are two price levels (1) the level of list prices and, (2) the level established by fixed functional discounts. But in addition to functional discounts there is usually a pool of additional discount which may be drawn upon and applied sometimes the option of the manufacturer, thus the known level of price may be lifted or depressed for any or all customer classes.

Terms of Payment and Delivery

With respect to terms of payment and delivery, it is quite typical that in either or both, uniformity will be approached during "open price filing."

Uniformity

On the general subject of uniformity these five groups conformed to a characteristic of the industry in that structurally members of a group follow each other closely and the general tendency is to increase the degree of uniformity. Increasing uniformity ordinarily occurs in either or two ways: (1) through copying an old line company and, (2) through evolution. This evolution may consist of changing an existing element of the structure and through a series of such changes to move from a situation where individuals vary as to pattern to one wherein individuals conform essentially to the developed scheme. Evolution may also occur through the establishment of a radical factor which must be taken up by all members of the group to prevent their being closed out of a market.

Number of Filings

The number of filings made apparently varies in these five groups according to the same formula as in the industry groups examined previously. The formula is that the narrower the margin between cost of materials and final price value by manufacturer and the narrower the margin of operation, the greater the sensitivity to change and as a result the greater the number of filings.

Waiting Period

The experience of these five industry groups in the use of the waiting period conforms to that of other groups studied. Generally the waiting period was not utilized as frequently as was supposed. This, perhaps, because of several reasons of which difficutly of product comparison, lack of sensitivity to price change, the problem of what sort of filing did meet competition, and the necessity in many cases for complete flexibility to meet a present and pressing situation are probably important.

Meeting Competition

It is probably well at this point to touch on the matter of competition and the difficulty of determining when two products are on a competitive level and the even m re difficult problem of deciding whether a structural change or a price change made to "meet competition" is justified and if so, does the change equalize competitive positions. For example, in the Non-Renewable Plug Fuse Group, Approved and Non-Approved fuses are manufactured. There is no question but that the two types of product compete, but it is equally true that they are not always competitive because, for instance, Non-Approved Fuses may be eliminated from a specific case by building regulations or municipal ordinance. But assuming a transaction where both types of fuses may be used, how shall the degree of competition be determined and if it can be determined, should the price or conditions of sale in connection with either be subject to modification so as to establish the two on a competitive level and if this is deemed advisable and proper, what shall be the rule determining the correct amount or degree of modification permissible?

This subject of competition has been discussed in connection with other of the Electrical Manufacturing groups, notably the Domestic Electric Heating Appliances, and while the unanswered problem is not fatal to the device of "open price filing" , it is question which is often met. The Electrical Manufacturing industry appears to have met the problem by outwardly ignoring it and the method would seem to have some merit if the absence of serious controversy is a measure.

Brief Summary of Each of the Group of Five.

In the following briefs no pretense is made of covering adequately the price filing experience of the five industry groups. The object is to identify the groups and attempt to point out some of the more interesting and perhaps unusual features of each.

Group 1. Non-renewable Plug Fuses.

The product manufactured by this group is the ordinary "windowface" plug fuse used around the home. There are about forty-five manufacturers located mainly in the Eastern industrial area.

Perhaps the most interesting feature of the sales plan is the classification of customers. Prices to all customers are quoted on a net basis with the exception of some special fuses on which list prices and discounts are quoted to distributors. This list is about twice the net of other fuses and discounts usually range from 30% on broken package quantities to 50 and 5% on standard package quantities.

In the point of preference given, customer classes range in about the following order:

1. Wholesalers
2. Syndicates and Chains -- twenty or more stores
3. United States Government ($300 or more)
4. Extra large buyers (5,000 fuses or more)
5. Large buyers (2,000 fuses or more)
6. Distributors
7. Trade prices
8. Dealers

With the exception of wholesalers, price quotations are based on standard size, sub-standard size and special size fuses, special sizes usually carrying a set up charge of about $2.50.

Wholesalers are quoted on a quantity basis on standard and sub-standard sizes as follows:

Orders less than $15.00, orders $15.00 to $40.00, orders $40.00 or more. On the special sizes wholesalers are quoted a flat net.

Wholesalers in New York are quoted on standard and sub-standard sizes on the basis of orders less than $15.00 or more than $15.00.

In the original filing eight companies filed to a class of "all buyers."

In the final filing customer classifications remained the same except that fourteen companies quoted prices to "all buyers."

There is little similarity in price between various companies and during the price filing experience it is difficult to say whether or not prices changed, in fact, there is difficulty in coming to any definite general conclusion, because only twenty-seven companies of the forty-five made more than one filing and many of these were vague and incomplete.

It is interesting that prices to the United States Government on standard size fuses were below those quoted to any other customer class.

Although terms of payment were generally 2% 10 Prox., net 25th Prox for all customers, separate quotation was made with reference to each customer class.

In the area of terms of delivery extra large buyers, wholesalers, syndicates and chains were allowed freight to destination, large buyers and the "trade" f.o.b. factory or warehouse.

Exceptions to this were that some companies offered the same delivery terms to all customers varying from f.o.b. factory or warehouse to freight allowed on the basis of weight or destination.

Free delivery was offered the United States Government by most companies.

Those companies making more than one filing usually quoted finally general terms of payment and delivery to all customers: 2% 10 Prox., net 25th or 30th Prox. or 60 days and freight allowed or f.o.b. warehouse or factory.

2. Portable Electric Tools

Sixty-two companies filed prices ranging from companies quoting on one type of product to those quoting on many types. The majority of the companies are located in the north central section with some i. the industrial east.

There was some uniformity of structure throughout. Generally the structure was about as follows:

List and discount basis with three main customer classes listed below in the order of preference given.

1. Stocking distributors--discount about 30% on tools and service parts and 40% on accessories.

2. Non-stocking distributors--discount on all items about 15%.

3. Authorizing stocking service stations--discount of 30% on service parts only.

The above discounts illustrate the average. Some quantity discounts and special allowances were quoted, but the effect thereof was not material until purchases of more than one hundred tools were involved.

Customer classifications with various names appeared for a few companies but the difference was usually one of terminology. There were however a few companies that carried over the structure of another group. One illustration of this has already been given and another concerns a company that also carried over the fractional horsepower motor plan. This company quoted on bench grinders only. It will be recalled that in the motor group customers were classed on the basis of motors purchased. It would not be reasonable for a purchaser to buy bench grinders in the quantities specified for many of the customer classifications of the motor sales plan, so it amy be presumed that for this company discounts offered to purchasers of bench grinders were based on the number of fractional horsepower motors purchased by that customer and the classification given him in the purchase of fractional horsepower motors.

3. Panelboards

In this group there were about seventy manufacturers of which more than 50 made only one or two filings and only about twelve made a sufficent number of filings to give continuity to the record.

The product in this case is quite interesting. A panel board for a given installation is usually made up of a number of items for which prices are the same for all companies. However, each company may recommend to the purchaser some change in the proposed panel which will reduce the price, for example, the panel may be of the tumbler switch and fuse type but one company might recommend that instead of six tumbler switches only one be used and place a bid on that basis. The result is that the ability of a company to propose a panel board which will do a given job and at the same time be comprised of parts less costly than different parts proposed by competitors, determines who gets the order in many cases

There is a general tone of uniformity but with some exceptions. In very brief form the structure is as follows:

Three classes of purchasers in order of perference given -

1. Class three users; electrical wholesalers.

2. Class two users; electrical contractors, industrial machinery manufacturers, federal, state and municipal governments, and educational institutions.

3. Class one users; included all purchasers not included under Class two and three above.

Discounts are quoted to these purchasers, first on the basis of specific item purchased; second, on the geographical location of the purchaser and third, the customer classification of the purchasers. Discounts on the functional basis decrease from class three to class one.

The class three purchaser is given an additional discount on standard list panelboards of certain types when he ships from stock either on all or part of such panelboard.

The geograchical difference is stated in thirteen different ways, each of which set-up essentially the same line of demarcation between East and West. The most usual statement, however, is East of longitude 110 degrees and West of longitude 110 degrees.

Variations of this are Standard and Pacific coast points, Standard Schedule and Alternate Schedule. Another cites discounts for territory East of the eastern boundaries of New Mexico, Colorado, Wyoming and Montana and for all territories West of certain boundaries of the same states, excluding El Paso, Texas. The list prices to all customers and areas are the same. The differential between customer classes averages about 10% between classes one and two and the same between two and three.

Perhaps the net change during price filing was to increase the differential between East and West, giving the East still more preference and to increase prices on the circuit breaker type of equipment and to reduce prices on other types.

The purpose of open price filing in this group was to encourage standardized grouping of product parts resulting in products which could be identified by catalogue number. Prior to open price filing some members of the industry had subscribed to a service of catalogue publishing in which this was attempted.

4. Pole Line Hardware

Pole Line Hardware consists of metal products applicable for usage in and with cross arms, wires and poles as used for the transmission and distribution of electrical energy and in communication lines.

There are twelve companies who manufacture some or all of the products of this industry. The price call was issued May 23, to be effective June 7, 1934, but because many members of the industry stated that due to the voluminous number of items involved extra time was needed, the effective date of the price call was extended to June 19, 1934.

This group divided the United States into three geographical areas, Eastern Division, Western Division, or Pacific Coast Division and the Arizona Division. The Eastern Division comprised all territory with the exception of the Western and Arizona Divisions. The Eastern division included California, Oregon, and Washington, and also parts of the following states:

1. Idaho--the counties of Benewah, Bonner, Coundary, Clearwater, Idaho, Kootenani, Latah, Lewis, Nez Perce, Shoshone; Montana,--counties of Flathead, Lake (northern half) and Lincoln; Nevada, -- all counties except counties of Elko, Eureka Eureka, Lincoln, and White Plains, The Arizona Division comprised the state of Arizona.

The following shoes the number of companies making filings in the various divisions:

All three divisions	- 3 companies
Western and Arizona division	- 1 company
Eastern division	- 7 companies
Western division	- 1 company

Prices, terms and other conditions of sale varied in each of the three geographical areas. However in any one area, at any given time, the prices, terms and conditions of sale of all competing companies were the same.

The following are one company's prices on the same items either at different times in the same locality or in different localities; all prices are perhundred items:

Eastern Filing effective June 19,1934.

$50.00 or less	$50.01 - $150.00	$150.01 or over
74.00	64.80	61.70
61.30	53.70	51.10
67.00	58.60	55.80

Eastern Filing effective August 13, 1934.

$25.00 or less	$25.01 or over
71.70	61.70
59.40	51.10
64.90	55.80

Western Division effective September 23, 1934

Less than Standard Package	Standard Package or over
$82.65	$71.90
70.80	61.60
76.55	66.60

Arizona Prices effective November 12, 1934

Less than Standard Package	Standard Package or over
$85.95	$74.75
76.90	66.90
82.30	71.60

It can be seen from the foregoing that the Western division prices were higher than those in the Eastern division, while the Arizona Division prices exceeded those of the Western division.

Approximately the same differential in prices between the three geographical locations as shown above, prevailed on all items. The filings by members of this industry made but very few changes in the list price as originally filed for each geographical areaa. Most of the changes only affected terms of payment.

An unusual degree of uniformity existed between companies of this group sofar as prices, discounts, terms, and delivery were concerned The main difference between companies being the areas to which they quoted.

Only one basic change occurred during open price filing, this being in connection with terms of payment.

These changes can best be seen by consulting Appendix A, Part 13, Section D.

5. Industrial Lighting Equipment

The products of this group are fixtures designed to direct light for industrial uses. There were five customer classes listed below in the order of preference given by most companies.

1. Distributors.

2. Jobbers

3. ElectricalContractors and Dealers

4. Large Users.

5. Consumers.

Discounts were given each class on the basis of less than standard package, one standard package or more, five standard packages or more, and 50 standard packages or more. To illustrate customer differentials, one company quotes the five classes discounts on one standard package or more as follows:

Distributors 48%, Jobber 37%, Electrical contractors and dealers 33%, large users 25%, and consumers list.

There is a fair degree of uniformity but with exceptions of two types, one, companies quoting net prices to distributors or discounts to distributors only, all others list, net prices to contractors and dealers and wholesalers and "all buyers".

As between the original and final filings no change of moment occurs in the structure, except that net prices probably were reduced by the reduction of list prices.

Terms of delivery remain about the same for all companies, but terms of payment changed. About 50% of the companies changed their basis of cash discount with the result that some uniformity occurred because the trend of the change was toward terms of 2% 10 or 15days not thirty days.

CHAPTER 15

CONCLUSION

After examining the evidence presented in the preceding separate group reports, it may seem hopeless to attempt to draw any general conclusions. Much the same procedure of analysis was applied to records collected in accordance with a single code provision. Nevertheless, the result is a series of pictures of industry groups which, if they can be understood at all, seem to bear almost no relationship to each other. It is not only that some are less vague and more clear-cut in outline than others. But basically the various experiences neither start with nor follow any simple pattern. A tendency in one group to go in one direction appears in the next as a definite trend in the opposite direction. The mere fact that they were all exposed to price-filing as defined in Article X. of the Electrical Manufacturing code, is apparently no significant common denominator.

Much of this difference is to be explained by the fact that, while the seventeen groups are all defined as belonging to the electrical manufacturing industry, that arbitrary definition is about all they have in common. From the economic point of view, flash-light batteries, welding apparatus, radio tubes, fuse-plugs, building wire, and potato peeling machinery have little similarity in any economic respect. The underlying characteristics of their production, their distribution and their use fall in entirely different categories. And while some few companies may operate in many of the lines, the majority are specialists active in only one of the groups.

A. THE PROBLEM OF COMPLEX PRICE STRUCTURES.

Certain markets and price structures have been taken as typical by nearly all who have discussed the problem of prices. The famous Law of supply and demand relates to the amount of money paid for a certain quantity of a certain quality of a certain commodity in a certain market where all purchasers are indentical except for the degree of their desire for the product and the money in their pockets, and all sellers are indentical except for their costs of production. On the basis of such assumed conditions, it has been possible to evolve a body of theory describing the determination of price. The theoretical justification usually advanced for price-filing is that it contributes to the creation of such a "perfect" market.

If there is any one thing demonstrated by the record of electrical prices, it is that no such simplicity exists in fact. Perhaps raw material prices are less complex; certainly retail prices are more simple; but manufacturers engaged in the type of economic activity typified by the groups here examined, are enmeshed in price structures which are compounded of many elements.

They are not selling products, but credit and transportation. The purchasers are not interchangeable but divide into many groups and types, frequently noncompetitive with each other. Before considering the operation and effects of price-filing, it is necessary to describe this complex multi-market situation in some detail.

Products

There is hardly a price-call in the electrical industry which related to a simple product without variation in size, grade, design or technical specifications. Of those examined, perhaps welding apparatus comes nearest to such simplicity, but even it is quickly complicated by many variarions in supplementary equipment and accessories.In many instances, although the number of basic products is small, the presence of a small number of universal variables plus a great many variations in size and grade, result in so many possible combinations and permutations as to involve thousands of different prices, applying to particular specifications, as is the case in the rubber-covered building wire group. In still other cases, the actual products themselves are numerous, as in domestic heating appliances.

To add further confusion to this picture the products do not necessarily maintain a quality continuity. There are the cases where the products are continually changed in design or structure, or where old products are dropped and new products appear as in the domestic heating appliance group.

In the battery group, the problem of defining the product is further complicated by the provision for different prices according to the nature of the label, -- the standard brand label carrying higher prices than special labels although the actual merchandise involved may be identical.

In several groups, the problem of packaging appears. The product is usually not purchased in bulk so prices must take into account the form in which it is purchased. In the wire groups, this raise problems of spools, reels and factory lengths; in products such as sockets, of standard packages, cartons and broken cartons.

One might expect that price changes in a line such as building wire or sockets would move uniformly, and that consequently one or two typical items would provide a base from which all other prices would maintain regular differentials. Unfortunately, such is by no means the case. To be sure, there are occasional broadside price changes affecting the entire list, but in addition there are continual sharp-shooting revisions in the list price of one or another single item.

In some instances, other elements in the price structure may vary according to the particular product under consideration. Some products may be quoted on a list less discount basis, while others will carry a net price.

In the battery group, freight charges or allowance vary according to the particular product under consideration. In the magnet wire group, the asbestos insulated magnet wire price structure includes discounts to specified customer classes, while other magnet wire does not.

Freight

Inasmuch as most manufacturers of electrical products sell their products over a wide geopraphical area, the problem of transportation enters into the price contract. The manufacturer frequently includes freight as part of the total sale. The extreme forms which the price structure may take is sale f.o.b. factory or a delivered price regardless of the customer's location. Other variations are the use of basing points, i.e., freight charged from some point other than the factory, and the use of zones, the most usual being some variant on the theme of east and west. Perhaps the most unusual is the pole line hardware group, having three zones, one of which is the single state, Arizona. In several groups, the treatment of freight varies among the classes of customers, while in many the character of the freight charge or allowance varies with the size of the order, a form of quantity discount.

It has usually been assumed that the freight element in the price structure changes but little from time to time. It is possible, of course, that such changes were largely the result of the new information suddenly made available about the practices of others in the indsutry, and that it was inevitable that there would be numerous changes in the first year of price-filing. This would argue that the record of change was merely temporary. Certainly, the filings for the groups studied show that freight terms are by no means inflexible. However, changes were not merely along the line of the development of uniformity. The outstanding is that of the rubber-covered building wire group, whose price structure changed from an elaborate system of freight charges to a delivered price basis during the period. This is not an isolated case of structural change, for other groups also recorded revised freight structures.

One form of price change under this head relates to the companies which charge freight from various warehousing points. Since they abandon or add warehouses from time to time the result is an unrecorded change in prices.

Credit

In addition to selling products and transportation, these industries all sell credit. This element in the price structure takes the form of cash discount and credit terms. In the case of expensive products, it may appear in the guise of an installment purchase as is the case for welding apparatus. Here again, it is usually assumed that little variation exists, if any.

Although the credit terms item was more uniform than most elements in the price contract, variations existed within most industries, as well as wide differences among the various industries.

In some few instances, terms varied with the class of customer or the size of the order. It is one further complexity in the price contract, --one other item which apparently may be varied in the search for customers.

Other Considerations.

In some cases, still additional elements enter into the transaction to complicate it. The problem of container extras or returning reels, of rental and leasing plans, of special label or design charges or allowances, of trade-in allowances, of guaranteed performance or perfection, of speed of delivery, of standard or special equipment and accessories, -- any of these may also appear as part of the price contract or offer, to increase the difficulty for the purchaser in comparing competitors' products, or to worry the analyst who tries to summarize neatly the character of or changes in the price structure.

Customer Classification

The serious problem of competing distribution channels is clearly in evidence in the price structures of the groups in electrical industry. If the elements in the price are complicated, the treatment of different groups of customers is frequently even more so. It is important to keep in mind that, prior to price-filing, many companies engaged in separate bargaining with each customer, with no formal price structure at all. Inasmuch as business is often a series of independent transactions, a difficult customer may be won by creating a new customer class or redefining an old one so as to increase his discount.

Furthermore, many of the products go to quite different and often non-competing types of customers. They may be sold to competitors to fill out incomplete lines, to manufacturers of other more complicated electrical products who will use the product purchased as part of their own fabrication, to industrial users, to supply houses, to wholesalers and jobbers for distribution to retailers, and direct to retailers.

The result of this complicated marketing situation is the frequent use of a list price which serves no purpose except as a basis from which various differential discounts may be computed. Rather than vary the list price, price changes may be made by changing some or all of the discount rates. In other groups, there are separate net price lists for different customer classes.

In most of the groups studied, these customer discounts are the heart of the price structure. They create wide differences in price to different customers. The most significant changes in price occur by means of their revision, reflecting the efforts to attract those operating in one or another channel of distribution or use.

In some groups, the industry never escaped from its earlier state of chaotic individual discounts. The members of the fractional horsepower motor industry incorporated the multiplier system for larger buyers as part of their filings, and the domestic heating appliance

group, after an early period of exact discounts, introduced the system of special discounts of 10 per cent available at seller's choice. In the batteries group, the development of such optional discounts was subject to continual extension until one company reached the extent of quoting a blanket discount "up to 80 per cent in consideration of quantity, quality and cost of selling and transportation."

Finally, undoubtedly the disregard of filed prices, alleged to be so frequent in the later days, usually took the form of concessions to certain favorite buyers rather than a uniform reduction below filed prices.

Quantity Discount

In addition to, or imposed upon these functioanl discounts, are various forms of quantity discount. Of course, the functional discounts themselves reflect to a considerable extent the quantities involved in different types of transactions. Specific quantity discounts take many different forms. They may be based upon dollar volume or physical quantity. Frequently, they vary with the class of customer as in the original fan motor filings. In rubber-covered building wire, the quantity discounts which apply to most customers, are offset by a reverse discount schedule for distributors. In some instances they have no relation to the quantity or value involved in the particular order, but may relate rather to the year's purchase, not always limited even to purchases from the concern giving the discount (fractional horsepower motors.).

Conclusion.

The above brief summary of the complexity of some of the various structures within the electrical manufacturing indsutry, emphasizes certain elements among the many problems of price behavior. The two problems in the price area most frequently considered are the level of prices and the relationship of price to cost. Not only does the factor of complexity inject difficulties into the determination of a statistical measure of changes in the price level, but it suggests that perhaps the rearrangement of prices within the structure may be even more important in some connections than changes in the level. In the building wire industry, for example, it is impossible to determine whether prices moved up or down on the average, during the price filing period, but it is clear that there were major changes affecting particular customers far beyond any movement in the level. As to the problem of the relationship between price and cost, the problems raised appear almost insuperable. With prices dependent upon variations in product, quantity in the transaction, types of customers, and innumerable other factors, the determination of the actual cost applicable to any single transaction seems hopeless. But if complexity increases the difficulties in the analysis of price level or cost, it opens wide for analysis the area of the behavior of internal industry price structures, not only with respect to the basic pattern disclosed of the methods of doing business, but the process of continual revision and adjustment as it affects members of the industry and other customers.

B. The Behavior of Prices Under Price Filing

By this time, it should be clear that it is impossible to isolate the influence of price-filing upon the price structure which existed prior to the code. However, one can discuss some of the characheristics of price behavior during this period, and draw some tentative conclusions about the possible relationship of price-filing to the various incidents. Even if it had no causative influence, it performed the service of establishing for the first time in history, a detailed record of the nature of change in such complicated structures.

The point must be stressed that changes in the level or structure of prices during the short period from late 1933 to early 1935, were the result of a bewildering and complex set of forces both in respect to demand and cost of production which varied from group to group. Furthermore, assuming for the moment that price-filing is an attempt to approximate the conditions of an organized market, then the behavior of prices under its aegis should merely reflect more accurately than otherwise the underlying economic conditions. Price-filing should operate as a lubricating agent rather than an originating force.

The Level of Prices.

All that has been said before, argues against the possibility of determining whether prices advanced or fell during the period, and certainly against any exact determination of the extent of the change. However, some conclusions can be drawn concerning direction.

There is no case of conspicuous price increase. The only instance where it seems possible that the average may have risen, is rubber-covered building wire. In that instance, the structure changed so completely, that one must judge on the basis of the fact that the change in method of charging freight caused a higher price to most customers although the average reduction to others exceeded the average increase, that there was a heavier penalty on very small orders and an increased quantity premium, and that wholesalers received a much greater discount than previously.

In some cases such as food service equipment and laminated phenolic products, there was little change according to the record of filings.

In other cases, there were reductions in sections of the price structure, as in connection with the smallest electric fans, or the quantity purchasers of magnet wire or fractional horsepower motors.

Finally, there were illustrations of general price reductions varying from relatively slight decreases such as welding apparatus to the greater reductions of batteries, flexible cords, radio tubes and sockets.

The significance of these estimates is weakened by uncertainties relating to both ends of the price-filing period. Undoubtedly, original filings were in many cases above actual prices then prevailing, especially when special and secret discounts are taken into account, and the declines may represent merely the return to previous levels. On the other hand, the filed prices at the end when compliance was so faulty were frequently above the actual market. The evidence of marked price decline in the battery and flexible cord groups is supported by the fact that the price-call was cancelled for both these groups, and it became a dead letter in the sockets group, although not formally cancelled.

How much influence the presence of price-filing had in affecting the course of prices, can only be a matter of speculation. Considering the cases of greatest decline, the situations appear to be complicated by many factors. In the case of flexible cord, the persistent secret under-cutting of prices by some members of the industry seeking a temporary advantage is alleged to have forced those in compliance to make retaliatory filings. The battery industry was suffering severely from over-capacity. The sockets

industry was competing for channels of volume distribution. Had there been no price-filing, the history of prices could not have been so clearly a matter of record, although the basic circumstances might still have interfered with "stability".

Shifting Price Structure. One of the most interesting results is the number of major changes in the pattern of the various price structures which occurred during this period. To be sure, these industries do not have old established practices, hoary with tradition. They were all severely hit by the depression. As a result, instance after instance is in the record of a revision in the way of doing business. It might be the disappearance of middlemen operating on a consignment basis in the radio tube industry, the trend towards substitution of a single customer class for the previous plural classification in the sockets group, the shift from a form of basing point system to delivered prices in the magnet wire industry, or the wide-spread elimination of quantity discount in the electric fan industry. Whether or not these changes were healthy is another story, but some one thought they ought to be made.

There are two groups in which the changes were sweeping in character. In rubber-covered building wire, the price structure was completely revolutionized in terms of its application to any specific customer. Freight was changed from a freight-added basis to a delivered price. Separate list prices were established for various types of transactions, and wholesalers were given a much greater discount.

The flexible cord industry is another case of extreme structural variation in which a more detailed customer classification structure was supplanted by one based on quantities, then by a single price to all buyers, and finally returned to a structure resembling that in the original filings.

Under a policy of price secrecy, the nature of any new price structure of any complexity which some competitor might establish, would be a matter of detective work by salesmen until enough data had been accumulated to solve the puzzle. The interim would necessarily be a state of confusion, withclaims and counter-claims made to and by customers. Under price-filing, these changes took place quietly and openly. Perhaps it tends to make them more healthy than if they never are exposed to the light. At least it can be said that price-filing evidently greatly eases such periods of transition.

Customer Differentials. The treatment of customer groups shows conflicting trends. In radio tubes and building wire the wholesaler or jobber emerged in a stronger position than before, while in other groups his position is weaker. In sockets and fuse-plugs, there was a tendency for differentials to disappear, and a single category of " all buyers" to be substituted. The discount for quantity increased in the magnet wire and fractional horse power motor groups. On the other hand, it disappeared in all but one customer class in the fan motors group, and was abandoned as a main basis for classification after a brief period of trial in the flexible cord industry, in which industry the range of differential prices went in and out like an accordion. The distant purchaser gained at the expense of the customer nearby in building wire and magnet wire, and penalties on purchases less than the standard unit were made heavier in several groups. In several groups, for example, fan motors, the government improved its relative position

among the customer classes.

It has already been noted that in certain groups, the old system of individual discounts could not be entirely overthrown. In the domestic heating appliance and the batteries group, the filing of blanket discounts for use at the manufacturer's option in such general terms as "for promotional activity" completely destroyed the exactness of any customer classification.

In general, it can be said that there were changes in differentials representing a major form of price change in most groups. The fact that customers did not directly receive the filed information raises an interesting question as to whether full publicity would have led to greater readjustments of these differentials.

Uniformity. If there is any single characteristic which may be taken as an indicator of an organized market -- organized either by competition or agreement -- it is uniformity. Presumably, under such circumstances, no individual can afford to maintain a price above his competitors, nor will they permit him to be below.

In most industries, nearly all members appear to follow the general pattern of price structure which prevails. In portable electric tools, several manufacturers who also manufacture fractional horse power motors and were using the motor price structure, quickly abandoned their original methods after price-filing began for these generally prevalent in the industry. It appears that an enterprise operating in several groups, will follow the structure of each, a situation which would be most bewildering were not the prevailing practice to operate under a policy of decentralization. This persistence of pattern even appears within groups, as for example, the special structure of asbestos insulated wire in the magnet wire group.

Likewise, when significant changes in structure appeared, as the experiment in supplanting functional discounts with quantity discounts in the flexible cord industry, the new structure was almost immediately adopted by the entire industry, and as speedily and universally abandoned several weeks later. In general, differences among manufacturers are not so much the use of different patterns of price structure, as the use of varying differentials or rates.

The most noticeable trend towards uniformity during the period was in terms and conditions of sale. Perhaps the most interesting case is that of welding apparatus, where the wide variation in installment plans and in rental arrangements tended to give way to a single plan, although all members of the group had not adopted it by the end of the period. In many groups, terms became somewhat more uniform. This same trend was evident in the method of handling freight.

The tendency to uniformity was also present in the area of customer classification, but it took a rather different form. The tendency frequently was for a concern upon discovery of a class used by another manufacturer to establish it also. Thus uniformity came about by the simple method of each incorporating the vagaries of all other members of the industry. Whether this would prove a persistent tendency is difficult to determine. In the

sockets and fuses groups, as well as the flexible cord, there is evidence of a trend towards simplification.

It should be noted that in many industries, changes are very gradual in being adopted by the various members. Often, the filings which relate to some particular variation may take several months before they are completed, and a small number of companies may disregard the revision entirely. This means that, at any given moment of time, it may appear superficially to be an extremely disorganized situation. Furthermore, there are always various situations (i.e. navy contracts) in which only certain members of the industry are interested so that filings pertaining thereto are not made by the entire industry

Considering all the elements in the structures, however, it may be said that the extreme cases of considerable uniformity at the beginning had it at the end, and those with wide deviations in the original filings still recorded them in their final filings. This seems to be much more a matter of the extent to which the market is in fact a somewhat unified market with vigorous competitors or cooperators, than merely a group of firms not a competitive unit and relatively insensitive to the price behavior of each other. However, at many specific points in the price structure, there was a noticeable increase in uniformity, which can be attributed only to the improvement in price information.

Flexibility. Without records concerning price behavior in the past, it is difficult to evaluate the degree of price flexibility in these industries during the recorded period. None of the groups behaves with those frequent price changes which are usually found in agricultural markets. On the other hand, the fact that changes may and do occur in any of the many items, involved in the price contract, or for certain customers and not for others, means that there is much more flexibility than had commonly been supposed. The cases of little price change, for example, food service equipment, are cases where the product is sold on a basis of quality or specific utility, and variations take place in the product rather than the cash aspect of the price.

While the matter is not finally demonstrated, there is no evidence that prices were made less flexible by the price-filing device. Probably in matters such as terms and conditions of sale, there were more variations as uniformity developed that would normally be the case. The wide experimenting with the price structure appearing in the flexible cord and building wire industries, for example, would appear to be much more apt to happen under price-filing than otherwise. The effect of publicity was that, as soon as one member of the industry made a change, all the others followed. Then some one else had another idea which he filed, and the others followed. Thus the structure changed under the impact of various individuals separately assuming leadership. In several cases, the followers filed a modification of the suggestion of the leader, and he was forced later to revise.

The record shows almost no cases where filings were made and subsequently withdrawn, where it can even be suspected that undue pressure was brought to bear. There are, however, instances (i.e. batteries) where individuals filed higher prices in the hope that the industry would advance to the higher level, but were disappointed in their hope and were forced to climb down again.

Waiting Period. The code provision provided for a ten day waiting period, unless a filing was "to meet competition," or the supervisory agency authorized a shorter period. The authorization was given frequently in some groups, particularly in cases relating to construction detail involved in special orders.

The problem of the waiting period had been one on which the industry and NRA had violently disagreed. The studies relegate the tempest to the teapot. There are very few instances where the waiting period appears to have been of real significance. The filings in many groups show not only a failure to file within the waiting period, but even delays of weeks before the new filing is met. The speed of reaction varies with the importance of the price change. Where it is a major change, it will proceed through the industry with more rapidity than a minor revision. In general, there seems to be little necessity demonstrated for the waiting period, though something of a case can be made for some device permitting delay in those cases of such major importance that the members of the industry and customers will gain by the opportunity to consider and study the change carefully before following the initiating filing.

In many groups, the problem of determining when a filing was "to meet competition" proved to be a particularly difficult one. In both the sockets and flexible cord groups, it appears that short filings were permitted "to meet competition" of individuals allegedly selling below their filed prices. However, the more difficult problem is best illustrated in the domestic heating appliance group. Manufacturer A sells a toaster for $2.00. Manufacturer B sells a toaster for $1.50. A cuts his price 10 cents. Should B be allowed to file a coincidental price reduction to meet competition? Suppose B also produces a percolator which sells for the same price as his toaster - is it in competition with A's toaster? Or, to note another variant, A sells through jobbers and B sells direct. A increases his jobbers discount, - may B file "to meet competition" and how much may he reduce, - the amount or the percentage of A's reduction. Despite the number of cases such as these, it does not appear that any principle emerged governing their solution by the several supervisory agencies.

Leadership. It is impossible from the record to make any adequate analysis as to the extent to which price policies were determined by some form of group decision rather than in complete individual isolation. Certainly the erratic behavior of most of the groups makes such a hypothesis quite untenable. On the other hand, it occasionally appears that certain sub-groups within the group considered have a degree of uniformity which may result either from competition or cooperation. In some instances, this may be the result of patent and license agreements and in others, of some form of parent-subsidiary relationship.

There is little evidence in the price filing record of dominance of the policies of any group by one or two companies, taking the timing of price filings as a basis. Even where such major changes occurred as in the building wire group the leadership was taken at different times by different members of the industry. In the flexible cord group, most of the initiating filings were made by two companies, but as discussed in detail in the chapter on this group, the record does not demonstrate any well controlled procession behind the leaders.

As to differences between large and small companies, the small companies were frequently very inactive, as though they had separate little markets or customer relationships not affected by the general market situation. As a result, the large companies usually made many more filings than did the small ones.

Entrances and Exits. The evidence does not indicate that any considerable number of companies were attracted into these groups by price-filing. There is evidence that some manufacturers with incomplete lines extended them during the period. Furthermore, if the establishment of new customer classes is any indication, there was a considerable attempt to enter new markets. However, both these developments may be accounted for by the necessities of the enterprises rather than the initiation of price-filing.

Conclusion. This record of seventeen experiments in price-filing presents some evidence that the device possesses neither all the evil characteristics which some had alleged nor all the excellent ones claimed for it by others. Certainly the records of price behavior of the groups during the period do not appear to disclose any single pattern which can be attributed to the distribution of price information throughout each group. As a device it served primarily to lubricate the market machinery rather than to solve the basic economic problems of industry.

It proved to be no panacea. Prices were not neatly stabilized. Economic differentials were not necessarily created. On the other hand, many changes were brought about with little disorder or confusion, and there was some increase in uniformity. Undoubtedly, it served to illuminate many of the particular problems in each group and possibly introduced more rationalization into individual price policies. At the very least, it provided a set of basic facts about a series of complex markets which deserve study not only by those in the industries concerned, but by all interested in the operation of our economic system.

C. THE REQUISITES FOR PRICE FILING

The concept of price-filing as a method of establishing an organized market, is by no means overwhelmingly demonstrated by the records of these seventeen experiments. One may assume such a market to be one in which there is considerable uniformity in price at any given moment, flexibility of price reflecting economic conditions, and sensitivity on the part of each member of the industry to the behavior of his competitors. The evidence demonstrates certain conditions where this development appears to be more apt to occur than others. The following sections indicate tentative conclusions based on the studies alone, concerning the necessary requisites for price-filing to operate in the direction of creating such a market.

Scope of the Price-Call. The electrical industry offered peculiar difficulties to the National Recovery Administration, and to itself for that matter, in determining its boundaries. The problem becomes even more difficult when one endeavors to define groups for price-filing purposes. Some products, such as rubber-covered building wire or welding apparatus, are sufficiently unique and definite to define an exact group of competitors. On the other hand, a group such as food service equipment includes a large number of non-competing products and many companies which produce specialized items which compete with only one or two other companies in the group, if any. The entire group is

sub-divided into a large number of small, over-lapping semi-competitive sub-divisions. The potato-peeler manufacturers are not much interested in the drink-mixer price structure, etc.

The cases where price-filing seems to have operated with some effectiveness, are the groups where the concerns involved are clearly competitors, -- where it is an economic group and not one created chiefly because of the necessities of a complete plan of subdividing the industry for organizational purposes. Had all price-calls been limited to specific competing items rather than to broad classes of products, the process would have been much less expensive, less bother, and much more effective.

Although it is in the realm of the intangible, perhaps some distinction should be made between the groups which have been organized for many years and those which have developed no "group-consciousness," the groups which have members who are definitely committed through considerable investment to continuing in the industry and those whose members are in and out, the groups whose members think in terms of the industry and those whose natural characteristics dispose them to seek temporary advantages. The tendency for the one is for price policies to be determined in terms of their implications for the entire industry, in the second, in terms of the immediate advantage for the particular enterprise. Without adequate enforcement, price-filing in groups of the second type, seems to have led to widespread dissatisfaction and even its abandonment by several such groups.

Price Sensitivity. The various groups examined appear to vary widely in terms of the place of price in their economic behavior. In some instances, such as building wire and batteries, it appears that any change by one member of the industry in his price level or structure is likely to be quickly reflected through the industry. In other groups, such as welding apparatus and domestic heating appliances, the various enterprises show little immediate concern over the behavior of others.

It appears to be true that in the case of products where the producers have a narrow margin and there is no significant distinction between the product of the various members of the industry, price competition is important and changes by one member of the industry are rapidly reflected by the others. Where products are distinguished by design, etc., and the manufacturer has a wide margin of choice in determining price because a large proportion of the cost is within his control, the market is much more sluggish. Probably the potentialities of price-filing could be obtained in the second case by occasional filings of terms, freight allowances, etc., without any attempt to maintain complete, up-to-date filings.

Standardization of Products. It appears to be important that the product be something which has a clear qualitative meaning to all involved in the price-filing. An advertisement stating that a suit of clothes costs $30.00 means nothing unless and until there is some measure of quality. A price is a price for something.

In groups with product standardization such as radio tubes or building wire, there is no such difficulty. However, price-filing in the domestic heating appliance field could not possibly give any real picture of price levels. With a manufacturer producing a series of irons, percolators or toasters at different price levels, and giving only the most inadequate descriptions of the product, neither competitor nor consumer can interpret accurately his price list. In some cases, of course, the name of the manufacturer may help to identify the quality of the product.

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This does not mean that exact specifications in every respect are required. No one knows the full values involved when he purchases a share of stock in the stock exchange. But he does know what the share is. The product must be clearly identifiable. The more the situation is confused by variations in design, color, trick gadgets and the like the more impossible of realization is the concept of an organized market.

Informatory Character of Filing. Although the product may be difficult to define, there is no excuse for indefiniteness on the price side of the transaction. Price-filing is intended to be informatory. It should tell any intelligent reader the nature of the price offers which each competitor is making.

Although there was marked improvement in this respect in certain of the groups during the months of experience, it still remains true that many of the filings were incomplete or inexact. In the case of the larger products, the incomplete record of trade-in allowances, greatly weakened the accuracy of the record which was filed. Prices were filed for East and West, without indicating the line where the twain shall meet. Terms were filed on the basis of 2 per cent 10 days, without indicating that basic date was that from which the 10 days should be counted. And under the heading of customer classes, filings referred to "large retailers", "Class A Chains", or such classes as "wholesalers" and "jobbers" without any indication of the distinction. Perhaps, over a longer period of time, these elements of obscurity would have gradually been eliminated.

A further difficulty was the fact that new filings frequently failed to tell how much of the old filings were displaced. When a new customer class was created, it was sometimes impossible to tell how much of the old structure remained. Likewise, in some of the more complicated filings, it was a needle-in-the haystack task to determine what changes had been made. It might have helped if each filing had been accompanied by a brief summary of the changes involved.

Perhaps the greatest violation of this principle of exact information was in the groups where special or optional discounts were filed without any indication of when or under what circumstances they might be granted. In the domestic heating appliance and batteries groups, for example, the period of price-filing saw a marked increase in the number filing such special "promotional" discounts.

Furthermore, there must be assurance that sales are actually made at the filed price. Although there are no official records of such cases, members of the industry report that, under the authority of the loose phraseology of the code provision, sales were sometimes made above the prices filed. There is considerable evidence that sales were made at less than filed prices, particularly in the latter days of the code.

It is of course true that misinformation may do more harm than no information at all. One of the innate difficulties with price-filing as a device is that the non-participating members of the industry derive an advantage over the men who give full information about their price structure. This advantage is of course greatly enhanced when the compliers are bound by a waiting period.

Filing Agency. While there is much to be said for the procedure of using members of the industry as supervisory agencies, the fact remains that they were too busy with their own affairs to be able to supervise carefully the details of the actual price-filings. Much of the obscurity of some of the filings could have been eliminated if full-time experts with authority had been able to insist upon revisions in form and

adequacy of content. While it would perhaps be impractical to require the use of some special form, at least the essential information necessary could have been more carefully specified, and a greater attempt made to eliminate the inexact elements in the filings. Both this reason, and the values to be obtained from continual analysis of the data, suggest the importance of a competent full-time staff to operate the price-filing mechanism.

Purpose. Perhaps most important of all, is the attitude with which the particular group approached price-filing. Many felt that the distress of their particular industry was due to price behavior, rather than appreciating that prices usually reflect some maladjustment in more basic economic conditions. Undoubtedly, many business men hoped that price-filing would raise prices. Others saw it merely as a convenient means of enforcing the no-selling-below-cost provision. The record does not demonstrate the effectiveness of price-filing at least under the existing circumstances for either of these objectives. Its failure in these two respects was regarded by many as a failure of the device.

For its successful use, an industry must desire to expose its price structure to the operation of basic economic forces. If it wishes to reduce the element of discrimination among customer classes, or to eliminate the procedure of separate bargaining with each purchaser, it must be willing to place the information in the hands of customers, so that their insistence will enforce reduction in differential discounts. If it believes that economic controls should operate through the law of supply and demand, it must be willing to place its prices in a goldfish bowl. Too few business men were aware of the real implications of the price-filing device.

To be sure, there were many other special purposes which price-filing accomplished. It gave impetus to the development of product standardization. In some lines, it created for the first time a record of those enterprises engaged in the production of the particular products in a group, and the variety of products which each produced. Most important of all, it created a record of the nature of the price structure in each industry, a set of economic facts of great importance to those concerned with the development of public and private policy in the field of industrial operation, and facts which might be of great benefit to the industry itself when carefully studied and analyzed.

Flexibility of Operation. Price filing in all seventeen groups in the electrical manufacturing industry was governed by a single code provision. However, it appears that the economic problems and operations of the several groups are by no means identical. Had there been more careful analysis of the specific situations, perhaps modifications of the basic plan might have been devised which would have been more effective and much less costly.

The wording of the code specified that filing should involve in providing of all price information about a "product" by all producing that product. In fact, various exemptions developed, such as sales to employees or for export. In many cases, it might have been possible to eliminate whole areas of transactions without weakening the usefulness

of the device,--disregarding sales into certain channels of distribution, such as the government, for example. In other cases, only certain areas of the price structure might have been covered by the price-filing, as for example, installment terms in the welding apparatus industry, or discounts to customer classes in the domestic heating appliance industry.

Finally, there are some instances where there was real value in the original call, but little gained by continued filing. In the food service equipment group, had emphasis been laid upon original registration, and no attempt been made to obtain later revisions, the essential values, such as they are, of its price-filing experience would have been conserved.

These comments merely serve to emphasize the fact that price-filing is a device. It should not be applied according to any single formula to every situation. Probably it should not be applied at all under certain situations. In any event, it should be preceded by the most careful consideration of the specific problems of the specific industry group concerned. And, like all devices, its operation should be subject to observation in order to insure its maximum effectiveness.

D. THE NEED FOR FURTHER STUDY

The study of the price-filing records for the electrical manufacturing industry has raised many more problems than it has solved. Intended as an evaluation of the price-filing device, it has proved to have much more significance as an exploration into the behavior of prices for a short period of time in a small number of industry groups,--groups whose exceedingly complicated price structures are in the continual process of internal readjustment. Multiple products, functional discounts, quantity discounts, credit terms, freight charges and innumerable other elements all enter into the fabric woven by competition.

The light thrown upon economic processes by these experimental studies, seems chiefly to expose an area of ignorance. No such records have ever been available before and therefore no such studies have been made. But even these few studies raise some fundamental problems. Are these seventeen industries isolated phenomena or do they typify other industries? If such price behavior appears elsewhere, how does it differ in kind and in degree? Would observation over a longer period of time disclose evolutionary trends not evident in so short and so disturbed a period? What are the implications of their many variations upon consumers, on competing industries? What basic economic characteristics appear to define the form of the price structure? What elements in the price structure seem to be harmful to the industry or to the entire economic system? What forces of economic control, public or private, are necessary to insure price behavior which will encourage economic health? These and many other problems emerge as one considers the record.

What further study is needed? The answer is simple - similar and better examinations should be made of every other industry with a complex price structure. Any existing compilations of industry prices should be subjected to careful study. The records of every industry engaged in price filing should be analyzed. Just as industries have been encouraged

to study their costs, they should be encouraged to submit their price structure to scientific examination, in their own interest. Economic problems cannot be solved apart from the facts of economic processes. Certainly, knowledge of the behavior of prices is essentail to those determining individual business policies and even more so to those determining public policy.

APPENDIX A

APPENDIX A; PART 1, SECTION a
STANDARD AND INTERMEDIATE FILINGS

APPENDIX A; PART 1, SECTION b
SAMPLE PRICE FILINGS ILLUSTRATING MAJOR CHANGES

RUBBER COVERED BUILDING WIRE

SECTION a

STANDARD PRICE FILINGS

See Appendix B Section A

(1) * Price Filings and Delivery Symbols for Rubber Insulated Braided Wires and Cables and Rubber Insulated Leaded Wire and Cable, together with Discounts and Sales Policies for Distributors, Contractors, Industrials, Railroads, Public Utilities including Telephone and Telegraph Companies, U.S. Government, States, Counties, Cities, and other Municipalities.

(2) Change of Sales Policy - Delivery Terms, Contracts on Specific Building jobs.

(a) Delivery is required within six months from date of contract, except that one estension of not to exceed six months will be granted if shown to satisfaction of seller that extension is due to causes beyond control of buyer, and request made in writing. In consideration of seller granting this 2nd period of protection, buyer agrees, upon expiration of second period, to accept billing for entire unfilled portion of contract.

(b) Contracts from Industrials, Railroads, Utilities, etc. Delivery as required within 90 days from date of contract. Buyer agrees to accept billing for unfilled portion of contract at expiration of 90 day period.

(3) Change of Sales Policy - 600 Volt R.C. Building Wire. To U. S. Government, States, etc. change corresponding paragraph to read "quotation made under closed bidding, procedure must be priced on the basis of prices in effect after 5 P. M. of the fourth day before the day bids are open. There will be no change in these prices under any conditions. (Balance of original paragraph eliminated.)

Above quotations must bear the following clause:
"Prices quoted and accepted for wire or cable on an order or contract shall only apply to orders or contracts released for immediate manufacture and shipment, such releases to be given within 90 days from date of customer's order or contract."

(4) New price sheets - changes in symbols and methods of computing prices for Rubber Covered and Rubber and Lead. Change in Discounts to Wholesaler's Warehouse Stock, Direct to Customer of Wholesaler, Direct to Customer of Wholesaler and applying to Specific Building job Contract.

(*) These numbers identify the same filings listed in Appendix B Section A.

(5) Letter 5/17/34. Letter re: Vinson Bill -- Amend Terms and Conditions of Sale: --
"On U. S. Navy Propositions, specifying quote on basis of rebating Government any amount in excess of 10% over the total cost, agree to quote accordingly, and make following proposition on each quotation:--
We are quoting on basis that in determining whether or not we make a profit of 10% over cost, that cost will be figured in the same manner as we have figured cost in past, such cost to be complete, including total commercial expense."

(6) New Price Sheets. Change in prices some increases and some decreases. No change in method of computation. Discounts increased 2½%.

(7) Change in Discount; Discontinued on certain items to, Direct to Customer of Wholesaler and Applying to Specific Building job contract.

(8) Change in Sales Policy - Re Vinson Bill (5th Filing).
Omitting proposition regarding method of determining whether or not profit of 10% is made.

(9) On bids to U. S. Government involving Land Grant Freight Rates--
"Deduct from total bid as an item of freight a sum equal to the maximum saving on land-grant freight rates obtained from any bidder."

(10) Change in Sales Policy --Closed Bid Transactions with Federal, State, County, City or Municipal Governments.

Prices quoted on closed bids are to be those in effect at date of opening. Prices quoted must be on basis of column covering list value of exact quantity called for in inquiry. On closed bid transactions, quotations may be continued in effect not in excess of 30 days from date of opening of bid.

Prices cannot be quoted for future delivery, extended delivery, on a contract basis or on indefinite quantities. Orders placed against closed bids may not vary to exceed 10% from the individual quantities as specified in inquiry, and must be immediately released with authority to ship as fast as material is available.

(11) Terms and Discounts:

Terms: 2% 10 days - E.O.M. net 60 days.

Delivery: Full freight allowed on shipments W.O.G.
(a) 100 lbs. or more or total net value $60. or more
(b) 50 lbs. " " " " " " $30. to Syndicate Stores only.
(c) Regardless of weight or value to Syndicate Stores within Metropolitan N. Y. Area: Newark, Hoboken, Jersey City, N. J.; Metropolitan Philadelphia Area: Chicago, (these points general-other points included vary.

No other freight allowance will be granted.

Future Delivery

All orders for future delivery will be subject to prices prevailing on specified shipping date.

(12) POLICY IN CONNECTION WITH PRICING CERTAIN SPECIFICATION OF RUBBER POWERED CABLE GROUP & RUBBER COVERED BLDG. WIRE GROUP.

Specification defining Class A and A.O. Rubber as NEMA Building Wire standard for 30% Rubber includes Class A, Wires and Cables with Class A Rubber are priced from Building Wire Sheet for 30% Rubber.

Where wires and cables differ from NEMA Building Wire Standards only in requiring A. O. rubber, prices will lso be quoted from Building Wire Sheets for 30% Rubber.
Class O priced for 30% Rubber.

(13) Terms to Telegraph Companies for 1 conductor 16 solid 1/32" R. C. 1 W. P. braid fixture wire in lots of 1,000,000 or more on 1,000 spools. F.O.B. Destination. Terms 2% 10th prox.

(14) New Price Sheets on Rubber Covered Bldg. & Fixture Wire. Change in Prices, Discounts and Methods of Computing:

(15) New Price Sheets on Rubber Lead Covered Building & Fixture Wire-Change in Prices, Discounts and Methods of Computing.

INTERMEDIATE FILINGS

Iniating Company	Effective Date
#8	11/22/33: (a) Syndicate Store Prices #14 S.B.R.C. 500', 250', 100', 50', 25' coils. 12/14/33: (b) Item (a) withdrawn.
#2 #14	12/11/33) 12/18/33)-- Filing prices on #18-3/64" Ins. 600 Bolt Bldg. Wire
#20	12/14/33: Maximum Settlement Terms-Export to U. S. Possessions and Points not U. S. Possessions.
#28	1/4/34.....Effective 1/14/34 Prices on (1) 10 conductor cable composed of #16 and #12) (2) #19 tinned.)Spec- (3) 3/0 - 259 strands tinned)ial
#3	1/5/34.....Effective 1/15/34

1. Prices on wires of Special Construction.
2. Correcting Zone adder for Bremerton, Washington- (Not previously given).

#10 1/11/34.....Effective 1/21/34
Syndicate Store prices "14 S.B.R.C. (same as Co. #8, Item 1).

#14 1/4/34.....Effective 1/14/34
Revised prices on wooden reels.

#16 1/10/34.....Effective 1/20/34
Prices on plain Rubber Covered Wire for use in Nonmetallic Sheathed Cabled.

#24 1/11/34.....Effective 1/21/34
Syndicate Store Prices (same as Co. #8 & 10, Items 1 & 6).

#25 1/9/34.....Effective 1/19/34
Prices on plain Rubber Covered wire for Sheathed Cable (same as Company #16 - Item 8).

#27 1/11/34.....Effective 1/21/34
Prices on plain Rubber Covered Wire for Sheathed Cable (same as Company #16 and #25, Items 8 and 10).

#3 1/17/34.....Effective 1/27/34
Prices on #18-3/64" (same as Co. #2, Item 2).

#16 1/19/34.....Effective 1/25/34
Syndicate Store Prices (same as Companies #8, 10, & 24, Items 1, 6, and 9).

#15 1/25/34.....Effective 1/25/34
Syndicate Store Prices (same as Companies #8, 10, 24, and 16, Items 1, 6, 9, and 13).

#20 2/20/34.....Effective 3/3/34
Prices on #18-3/64" Insulated (same as Co. #2, 14, and 3, Items 2 and 12).

#3 2/23/34.....Effective 3/5/34
Special price #16-7 strand (cancelled 5/1/34).

#22 3/9/34.....Effective 3/19/34
Special price #16-7 strand (same as Co. #3, item 16).

#14 3/23/34.....Effective 3/23/34
Letter 3/21/34 To District Specialists re: Sales Policies. (Not filed by other Companies).
"Orders for shipment to our Distributor's Warehouse must be shipped or cancelled prior to the effective date of any subsequent price sheet issued by G. E. Co. under its license agreement on "Safecote" wire. This does not apply to specific contracts which are recorded with the Licensor's Agent and on which deferred shipments are

permitted.
Orders from any customer, which are not for immediate shipment, must be treated as a contract, copy of which will also be filed with the Licensor's Agent."

#3 3/23/34.....Effective 4/7/34
Special prices on #18-19 strand 3/64, #16-19 strand 3/36, #18-7 strand 3/64, #3 Stranded, #16-Solid and Strand weatherproof, #16 Solid Conductor Cable, #18-19 Strand 1/64, #16 Flat Duplex.

#3 4/27/34.....Effective 5/1/34
Cancelling price #16-7 strand (Item #16).

#11 6/15/34.....Effective 6/15/34
Syndicate Store Prices (same as Companies #8, 10, 24, 16, 15, Items 1, 6, 13, 14).

#18 6/15/34.....Effective 6/15/34
Syndicate Store Prices (same as Companies 8, 10, 24, 16, 15, 11, Items 1, 6, 9, 13, 14, 21).

#19 5/23/34.....Effective 6/15/34
Syndicate Store Prices (same as Companies 8, 10, 24, 16, 15, 11, 18, Items 1, 6, 13, 14, 21, 22) and Terms of Delivery and Discount to Syndicate Stores.

#2 6/27/34.....Effective 7/5/34
Prices on #18-3/64 600 Volt Building Wire cancelling Item 2.
12/11/33 increases from 40 to 50¢.

#16 6/27/34.....Effective 6/27/34
Prices to Syndicate Stores on #14 Flame Retarding #18, Fixture Wire.

#13 6/28/34.....Effective 7/5/34
Letter to District Offices 6/26/34. Policy re: Bldg. Wire - supersedes and cancels Building Wire Bulletin #1-8/29/34 (no record of such filing) all supplements cancelled except #1, revised 2/15/34 (no record)-on U. S. Federal Specification.

#18 6/25/34.....Effective 6/25/34
Price #14 weatherproof.

#22 7/5/34.....Effective 7/5/34
Letter 7/2/34 Correcting price #10 Solid Twin-typographical error on price sheet.

#16 7/13/34.....Effective 7/13/34
Cancelling price on #14 to Syndicate Stores (Item 25).

#17 8/1/34.....Effective 8/10/34
Discount Sheet on Flexible Cord, Heat Resist Fixture Wire, Heater Cords, Rubber Sheathes, Portable Cords, 5/2/34 also list on #14, 12, 10, 8 weatherproofed 8/3/34.

#3 8/2/34 .....Effective 8/11/34
Syndicate Store Prices #14 Safecote, #18 Fixture Wire.

#22 8/10/34 .....Effective 8/20/34
Syndicate Store Prices #14 Safecote, #18 Fixture Wire

#15 8/13/34 .....Effective 8/20/34
Syndicate Store Prices #14 Safecote, #18 Fixture Wire

#26 8/17/34 .....Effective 8/27/34
Syndicate Store Prices #14 Safecote, #18 Fixture Wire.

#2 8/21/34 .....Effective 8/27/34
Syndicate Store Prices #14 Safecote, #18 Fixture Wire

#5 8/24/34 ..... Effective 8/24/34
Syndicate Store Prices #14 Safecote, #18 Fixture Wire.

#13 8/29/34 ..... Effective 8/29/34
Syndicate Store Prices #14 Safecote, & #18 Fixture Wire

#16 9/20/34 ..... Effective 9/29/34
Syndicate Store Prices #14 Safecote & #18 Fixture Wire

#1 9/25/34 ..... Effective 10/5/34
Prices and Discount #16 Fixture Wire to Telegraph Co.s.

#17 12/14/34 ..... Effective 12/24/34
Price list on #14, 12, 10, 8 Weatherproof

#20 1/15/35 ..... Effective 1/25/35
Prices on Reels and Lags for R.C. wire.

#17 1/30/35.....Effective 2/9/35
Prices and Discount #14, 12, 10, 8--Weatherproof

#11 2/4/35.....Effective 2/14/35
Syndicate Store Prices #14 Safecote & #18 Fixture Wire

#18 2/4/35..... Effective 2/14/35
Syndicate Store Prices #14 Safecote & #18 Fixture Wire

#19 2/4/35..... Effective 2/14/35
Syndicate Store Prices #14 Safecote & #18 Fixture Wire

#16 2/20/35.....Effective 2/20/35
Syndicate Store Prices #14 Safecots & #18 Fixture Wire (additions to previous filing Item 38).

#2 3/1/35 ..... Effective 3/1/35
Syndicate Store Prices #14 Safecote & #18 Fixture Wire (additions to previous filing Item 35).

#22 3/1/35..... Effective 3/9/35
Syndicate Store Prices #14 Safecote & #18 Fixture Wire (additions to previous filing Item 32).

#19 3/18/35..... Effective 3/28/35
Withdrawing price on #14 Old Code to Syndicate Store.

#8 3/6/35..... Effective 3/16/35
Memo advising their interpretation of Building Wife.

#20 3/21/35..... Effective 3/30/35
Price on #16-1 conductor B & S gauge solid Soft Drawn. Untinned Copper 1/32" Code rubber, plain.

#25 4/6/35..... Effective 4/16/35
Filing Price on #4 Rubber Covered 600 V Duplex (Twin) Stranded Code Wire.

#4 4/10/35.....Effective 4/16/35
Filing Price on #4 Rubber Covered 600 V Duplex (Twin) Stranded Code Wire

#27 4/8/35.....Effective 4/16/35
Filing Price on #4 Rubber Covered 600 V Duplex (Twin) Stranded Code Wire

#21 4/11/35 ..... Effective 4/16/35
Filing Price on #4 Rubber Covered 500 V Duplex (Twin) Stranded Code Wire.

#20 4/13/35 ..... Effective 4/16/35
Filing Price on #4 Rubber Covered 500 V Duplex (Twin) Stranded Code Wire

#3 4/17/35 ..... Effective 4/17/35
Filing Price on #4 Rubber Covered 500 V Duplex (Twin) Stranded Code Wire

#22 4/15/35.....Effective 4/16/35
Filing Price on #4 Rubber Covered 500 V Duplex (Twin) Stranded Code Wire.

#26 4/24/35..... Effective 4/20/35
Filing Price on #4 Rubber Covered 500 V Duplex (Twin) Stranded Code Wire.

#21 4/23/35.....Effective 5/3/35
Filing Prices on R. C., 600 V not included in regular price sheets, for which there is an occasional demand.

3 #37 4/26/35 ..... Effective 5/3/35
Same as Company 21, Item 60.

#19 4/26/35.....Effective 5/6/35
Syndicate Stores and Mail Order Houses --Prices on #14 Safecote and #18 Fixture Wire

#22 4/29/35.....Effective 5/3/35
Same as Companies 21 and 27, Items 60 and 61.

#25 5/1/35 ..... Effective 5/3/35
Same as Companies 21, 27, 22, Items 60, 61, 63.

#12 5/3/35..... Effective 5/3/35
Same as Companies, 21, 27, 22, 25, Items 60, 61, 63, 64.

#14 5/2/35 ..... Effective 5/3/35
Same as Companies 21, 27, 22, 25, 12 Items 60,61,63,64,65.

#15 5/2/35..... Effective 5/3/35
Same as Companies, 21,27,22,25,12,14, Items 60, 61, 63, 64, 65, 66.

#26 5/3/35.....Effective 5/3/35
Same as Companies 21,27,22,25,14,15, Items 60, 61,63, 64, 65, 66,67.

#20 5/7/35.....Effective 5/7/35
Same as Companies, 21, 27, 22, 25, 14, 15, 26, Items 60, 61, 63, 64, 65, 66, 67, 68.

SAMPLE PRICE FILINGS

Illustrating

ORIGINAL PRICE STRUCTURE

EFFECTIVE SEPTEMBER 1, 1933

Sheet #1

AMERICAN STEEL & WIRE COMPANY

Worcester, Mass.
Sept. 1, 1933.

SALES POLICY

Applying to

RUBBER COVERED BUILDING WIRES

EFFECTIVE SEPT. 1, 1933.

This bulletin consisting of eight pages give in complete form our pricing policies for each of the principal classes of customers, and supersedes our bulletin dated February 1, 1933.

These policies apply only to 600 Volt Building Wires, Braided and Leaded, in Code, Intermediate and 30% grades, as covered by our price sheets AM and AML.

Prices to Distributors - Sheet #2
" " Contractors - " 3 - 4
" " Industrials - " 5
" " Railroads - " 6
" " Utilities - " 7
" " Governments - " 8

JOHN MAY
A.G.M.S.

9822

DISTRIBUTORS' COST

1. In all cases to be published list less 10% plus proper destination symbols.

2. Destination symbols are to be used in all cases and are to be added after discounts (if any) have been deducted.

3. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

4. All shipments to jobbers' stocks, either consigned or regular account, to be on basis of carload destination symbol, whether shipped from factory or warehouse stock, and regardless of quantity. (It should be understood that the carload destination symbol does not apply to L.C.L. shipments which may be made from factory or warehouse for jobber direct to his customer, except on a specific contract calling for $2,500. or more - see pages 3 to 8 inclusive, pp. 2).

5. Specification material for building jobs to be priced at not less than for the corresponding grade of building wire.

6. There will be no cutting charge or paralleling charge on Rubber-Braided or Rubber-Lead building wire.

7. All orders and contracts to be taken on a firm price basis and not subject to cancellation.

8. Prices become effective on date shown on price sheets as issued.

CONTRACTORS' COST

1. Less than $2,500. list value to be published list prices plus proper LCL destination symbol.

2. $2,500. list value or more to be published list prices less 5% plus carload destination symbol even though totaling less than 30,000 lbs. (Freight and Reels may not be added to arrive at list value). The $2,500. list value to be made up of only such items as can be priced on the basis of the 600 volt Rubber-Braid and Rubber-Lead building wire sheets.

3. DESTINATION SYMBOLS are to be used in all cases and are to be added after discounts (if any) are deducted.

4. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

5. All orders and contracts to be taken on a firm price basis without protection against decline, not subject to cancellation, and to state sizes and quantities.

6. SPECIFICATION MATERIAL for building jobs to be priced at not less than for the corresponding grade of building wire.

7. There will be no cutting or paralleling charges on Rubber-Braided or Rubber-Lead building wire.

8. Contractors may be quoted for future delivery only on specific building jobs, - the specific job to be mentioned and the list of approximate quantities and sizes to be made a part of the quotation.

9. Quotations either direct or through distributors, for specific building jobs, may be continued in effect until the effective date of any price change, on which date such of these options as may not have been taken up in the form of definite contracts will expire. New quotations may be submitted at the time of any price decline.

10. Contracts covering specific building jobs will be taken in accordance with our published contract terms in effect at the time of final quotation.

11. We do not permit combining two or more jobs in order to secure minimum prices.

12. All United States Government, State, County and Municipal work let to contractors to be figured in accordance with the above instructions.

CONTRACTORS' COST (Continued)

13. If any inquiry for a specific building job is priced on the basis of a $2,500. list value or on a carload destination symbol basis, quotations in every case should carry one of the following clauses:

"These prices apply only in the event that the total list value of the 600 volt code, intermediate or 30% building wire is not less than $2,500".

-- OR --

"These prices apply only in the event that the total shipping weight of the 600 volt code, intermediate or 30% building wire is not less than 30,000 lbs."

INDUSTRIALS

1. Less than $2,500. list value to be published list price plus proper LCL destination symbol.

2. $2,500. list value or more to be published list price less 5% plus carload destination symbol, even though totaling less than 30,000 lbs. (Freight and Reels may not be added to arrive at list value). The $2,500. list value to be made up of only such items as can be priced on the basis of the 600 volt Rubber-Braid and Rubber-Lead building wire sheets.

3. If no specific amount designated, price as though less than $2,500. list value, (see pp. 1 above).

4. DESTINATION SYMBOLS are to be used in all cases and are to be added after discounts (if any) have been deducted.

5. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

6. Industrials regularly contracting for not more than three months' requirements may be quoted for that period in accordance with the published contract terms in effect at time of final quotation.

7. QUOTATIONS either direct or through distributors may be continued in effect until the effective date of any price change. On such date such of these options as may not have been taken up in the form of definite contracts will expire. New quotations may be submitted at the time of any price decline.

8. All orders and contracts to be taken on a firm price basis without protection against decline, not subject to cancellation.

9. There will be no cutting or paralleling charges on Rubber-Braid or Rubber-Lead building wire.

10. All orders or contracts must be completed within the specified time designated on qotation and/or order.

11. All these instructions apply whether for use in plant wiring or for use in fabricating materials of their own manufacture for resale.

RAILROADS

1. Less than $2,500. list value to be published list prices plus proper LCL destination symbol.

2. $2,500. list value or more to be published list price less 5% plus carload destination symbol, even though totaling less than 30,000 lbs. (Freight and Reels may not be added to arrive at list value). The $2,500. list value to be made up of only such items as can be priced on the basis of the 600 volt Rubber-Braid and Rubber-Lead building wire sheets.

3. If no specific amount designated, price as though less than $2,500. list value, (see pp. 1 above).

4. DESTINATION SYMBOLS are to be used in all cases and are to be added after discounts (if any) have been deducted.

5. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

6. Railroads regularly contracting for not more than three months' requirements may be quoted for that period.

7. QUOTATIONS either direct or through distributors may be continued in effect until the effective date of any price change. On such date such of these options as may not have been taken up in the form of definite contracts will expire. New quotations may be submitted at the time of any price decline.

8. All orders and contracts to be taken on firm price basis without protection against decline, not subject to cancellation.

9. There will be no cutting or paralleling charges on Rubber-Braid or Rubber-Lead building wire.

10. All orders or contracts must be completed within the specified time designated on quotation and/or order.

PUBLIC UTILITIES INCLUDING TELEPHONE AND TELEGRAPH COMPANIES

1. Less than $2,500. list value to be published list prices plus proper LCL destination symbol.

2. $2,500. list value or more, to be published list prices less 5% plus carload destination symbol, even though totaling less than 30,000 lbs. (Freight and Reels may not be added to arrive at list value). The $2,500. list value to be made up of only such items as can be priced on the basis of the 600 volt Rubber-Braid and Rubber-Lead building wire sheets.

3. If no specific amount designated, price as though less than $2,500. list value, (see pp. 1 above).

4. DESTINATION SYMBOLS are to be used in all cases and are to be added after discounts (if any) have been deducted.

5. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

6. Public Utilities regularly contracting for not more than three months' requirements may be quoted for that period.

7. Telephone and Telegraph Companies regularly contracting for not more than three months' requirements may be quoted for that period.

8. QUOTATIONS either direct or through distributors may be continued in effect until the effective date of any price change. On such date such of these options as may not have been taken up in the form of definite contracts will expire. New quotations may be submitted at the time of any price decline.

9. All orders are to be taken on firm price basis without protection against decline, not subject to cancellation and to state sizes and quantities.

10. There will be no cutting or paralleling charges on Rubber-Braid or Rubber-Lead building wire.

11. All orders or contracts must be completed within the specified time designated on quotation and/or order.

U.S.GOVERNMENT, STATES, COUNTIES, CITIES AND OTHER MUNICIPALITIES

1. Less than $2,500. list value to be published list prices plus proper LCL destination symbol.

2. $2,500 list value or more to be published list prices less 5% plus carload destination symbol, even though totaling less than 30,000 lbs. (Freight and Reels may not be added to arrive at list value). The $2,500 list value to be made up of only such items as can be priced on the basis of the 600 volt Rubber-Braid and Rubber-Lead building wire sheets.

3. If no specific amount designated, price as though less than $2,500 list value, (see pp. 1 above).

4. DESTINATION SYMBOLS are to be used in all cases and are to be added after discounts (if any) have been deducted.

5. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

6. U.S.Government, etc., regularly contracting for not more than three months' requirements may be quoted for that period.

7. QUOTATIONS, except as covered by paragraph 8, either direct or through distributors may be continued in effect until the effective date of any price change. On such date such of these options as may not have been taken up in the form of definite contracts will expire. New quotations may be submitted at the time of any price decline.

8. QUOTATIONS made under closed bidding procedure must be priced on the basis of prices in effect four (4) days prior to the opening date. Such prices will remain firm for a period of seven (7) days from date of opening. This firm price period of seven days from date of opening must be specifically referred to on all such quotations.

9. All orders to be taken on firm price basis without protection against decline, not subject to cancellation and to state sizes and qantities.

10. There will be no cutting or paralleling charges on Rubber-Braid or Rubber-Lead building wire.

11. All reels will be invoiced at the time of shipment in accordance with the usual procedure. No exception will be made in the case of any Government Department except where, at the request of the Government, the reels are to be included in the price of the material.

12. All orders or contracts must be completed within the specified time designated on quotation and/or order.

13. Only material purchased by and billed direct or through jobbers to above class of customers to be considered under this schedule.

ANACONDA WIRE AND CABLE COMPANY
25 Broadway
New York.

BUILDING WIRE No. 1

August 29th, 1933.

Subject: RUBBER COVERED
BUILDING WIRE
PRICING POLICY

This bulletin consisting of eight pages gives in complete form our sales policies for each of the principal classes of trade.

These apply only to 600 volt Building Wires in Code, Intermediate and 30% grades both Braided and Leaded and supersede all previous instructions with respect to these types of products and classes of customers.

F. W. Brower

9822

48-J

BUILDING WIRE
SHEET #2
AUGUST 29th, 1933.

DISTRIBUTORS' COST

1. In all cases to be published list less 10% plus proper destination symbols.

2. Destination symbols are to be used in all cases and are to be added after discounts (if any) have been deducted.

3. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

4. All shipments to jobbers' stocks, either consigned or regular account, to be on basis of carload destination symbol, whether shipped from factory or warehouse stock, and regardless of quantity. (It should be understood that the carload destination symbol does not apply to L.C.L. shipments which may be made from factory or warehouse for jobber direct to his customer, except on a specific contract calling for $2,500. or more - see pages 3 to 8 inclusive, pp.2).

5. Specification material for building jobs to be priced at not less than for the corresponding grade of building wire.

6. There will be no cutting charge or paralleling charge on Rubber-Braided or Rubber-Lead building wire.

7. All orders and contracts to be taken on a firm price basis and not subject to cancellation.

8. Prices become effective on date shown on price sheets as issued.

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CONTRACTORS' COST

1. Less than $2,500. list value to be published list prices plus proper LCL destination symbol.

2. $2,500. list value or more to be published list prices less 5% plus carload destination symbol even though totaling less than 30,000 lbs. (Freight and Reels may not be added to arrive at list value). The $2,500. list value to be made up of only such items as can be priced on the basis of the 600 volt Rubber-Braid and Rubber-Lead building wire sheets.

3. DESTINATION SYMBOLS are to be used in all cases and are to be added after discounts (if any) are deducted.

4. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

5. All orders and contracts to be taken on a firm price basis without protection against decline, not subject to cancellation, and to state sizes and quantities.

6. SPECIFICATION MATERIAL for building jobs to be priced at not less than for the corresponding grade of building wire.

7. There will be no cutting or paralleling charges on Rubber-Braided or Rubber-Lead building wire.

8. Contractors may be quoted for future delivery only on specific building jobs, - the specific job to be mentioned and the list of approximate quantities and sizes to be made a part of the quotation.

9. Quotations either direct or through distributors, for specific building jobs, may be continued in effect until the effective date of any price change, on which date such of these options as may not have been taken up in the form of definite contracts will expire. New quotations may be submitted at the time of any price decline.

10. Contracts covering specific building jobs will be taken in accordance with our published contract terms in effect at the time of final quotation.

11. We do not permit combining two or more jobs in order to secure minimum prices.

12. All United States Government, State, County and Municipal work let to contractors to be figured in accordance with the above instructions.

CONTRACTORS' COST (continued)

13. If an inquiry for a specific building job is priced on the basis of a $2,500. list value or on a carload destination symbol basis, quotations in every case should carry one of the following clauses:-

"These prices apply only in the event that the total list value of the 600 volt code, intermediate or 30% building wire is not less than $2,500".

- OR -

"These prices apply only in the event that the total shipping weight of the 600 volt code, intermediate or 30% building wire is not less than 30,000 lbs."

9822

INDUSTRIALS

1. Less than $2,500. list value to be published list price plus proper LCL destination symbol.

2. $2,500. list value or more to be published list price less 5% plus carload destination symbol, even though totaling less than 30,000 lbs. (Freight and Reels may not be added to arrive at list value). The $2,500. list value to be made up of only such items as can be priced on the basis of the 600 volt Rubber-Braid and Rubber-Lead building wire sheets.

3. If no specific amount designated, price as though less than $2,500. list value, (see pp. 1 above).

4. DESTINATION SYMBOLS are to be used in all cases and are to be added after discounts (if any) have been deducted.

5. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

6. Industrials regularly contracting for not more than three months' requirements may be quoted for that period in accordance with the published contract terms in effect at time of final quotation.

7. QUOTATIONS either direct or through distributors may be continued in effect until the effective date of any price change. On such date such of these options as may not have been taken up in the form of definite contracts will expire. New quotations may be submitted at the time of any price decline.

8. All orders and contracts to be taken on a firm price basis without protection against decline, not subject to cancellation.

9. There will be no cutting or paralleling charges on Rubber-Braid or Rubber-Lead building wire.

10. All orders or contracts must be completed within the specified time designated on quotation and/or order.

11. All these instructions apply whether for use in plant wiring, or for use in fabricating materials of their own manufacture for resale.

RAILROADS

1. Less than $2,500. list value to be published list prices plus proper LCL destination symbol.

2. $2,500. list value or more to be published list price less 5% plus carload destination symbol, even though totaling less than 30,000 lbs. (Freight and Reels may not be added to arrive at list value). The $2,500. list value to be made up of only such items as can be priced on the basis of the 600 volt Rubber-Braid and Rubber-Lead building wire sheets.

3. If no specific amount designated, price as though less than $2,500. list value, (see pp. 1 above).

4. DESTINATION SYMBOLS are to be used in all cases and are to be added after discounts (if any) have been deducted.

5. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

6. Railroads regularly contracting for not more than three months' requirements may be quoted for that period.

7. QUOTATIONS either direct or through distributors may be continued in effect until the effective date of any price change. On such date such of those options as may not have been taken up in the form of definite contracts will expire. New quotations may be submitted at the time of any price decline.

8. All orders and contracts to be taken on firm price basis without protection against decline, not subject to cancellation.

9. There will be no cutting or paralleling charges on Rubber-Braid or Rubber-Lead building wire.

10. All orders or contracts must be completed within the specified time designated on quotation and/or order.

PUBLIC UTILITIES INCLUDING TELEPHONE AND TELEGRAPH COMPANIES

1. Less than $2,500. list value to be published list prices plus proper LCL destination symbol.

2. $2,500. list value or more, to be published list prices less 5% plus carload destination symbol, even though totaling less than 30,000 lbs. (Freight and Reels may not be added to arrive at list value). The $2,500. list value to be made up of only such items as can be priced on the basis of the 600 volt Rubber-Braid and Rubber-Lead building wire sheets.

3. If no specific amount designated, price as though less than $2,500. list value, (see pp. 1 above).

4. DESTINATION SYMBOLS are to be used in all cases and are to be added after discounts (if any) have been deducted.

5. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

6. Public Utilities regularly contracting for not more than three months' requirements may be quoted for that period.

7. Telephone and Telegraph Companies regularly contracting for not more than three months' requirements may be quoted for that period.

8. QUOTATIONS either direct or through distributors may be continued in effect until the effective date of any price change. On such date such of these options as may not have been taken up in the form of definite contracts will expire. New quotations may be submitted at the time of any price decline.

9. All orders are to be taken on firm price basis without protection against decline, not subject to cancellation and to state sizes and quantities.

10. There will be no cutting or paralleling charges on Rubber-Braid or Rubber-Lead building wire.

11. All orders or contracts must be completed within the specified time designated on quotation and/or order.

U.S.GOVERNMENT, STATES, COUNTIES, CITIES AND OTHER MUNICIPALITIES

1. Less than $2,500. list value to be published list prices plus proper LCL destination symbol.

2. $2,500. list value or more to be published list prices less 5% plus carload destination symbol, even though totaling less than 30,000 lbs. (Freight and Reels may not be added to arrive at list value). The $2,500. list value to be made up of only such items as can be priced on the basis of the 600 volt Rubber-Braid and Rubber-Lead building wire sheets.

3. If no specific amount designated, price as though less than $2,500. list value, (see pp. 1 above).

4. DESTINATION SYMBOLS are to be used in all cases and are to be added after discounts (if any) have been deducted.

5. Shipments from warehouse stocks to outside points are to be priced with proper destination symbol as though shipped from the factory.

6. U.S.Government, etc., regularly contracting for not more than three months' requirements may be quoted for that period.

7. QUOTATIONS, except as covered by paragraph 8, either direct or through distributors may be continued in effect until the effective date of any price change. On such date such of these options as may not have been taken up in the form of definite contracts will expire. New quotations may be submitted at the time of any price decline.

8. QUOTATIONS made under closed bidding procedure must be priced on the basis of prices in effect four (4) days prior to the opening date. Such prices will remain firm for a period of seven (7) days from date of opening. This firm price period of seven days from date of opening must be specifically referred to on all such quotations.

9. All orders to be taken on firm price basis without protection against decline, not subject to cancellation and to state sizes and quantities.

10. There will be no cutting or paralleling charges on Rubber-Braid or Rubber-Lead building wire.

11. All reels will be invoiced at the time of shipment in accordance with the usual procedure. No exception will be made in the case of any Government Department except where, at the request of the Government, the reels are to be included in the price of the material.

12. All orders or contracts must be completed within the specified time designated on quotation and/or order.

13. Only material purchased by and billed direct or through jobbers to above class of customers to be considered under this schedule.

FREIGHT ADDERS

To arrive at delivered prices add to the net price per 1000 feet the amount shown opposite the wire size and under the correct symbol. For Symbols above 10 combine adders under symbol 10 with adders under other symbols to give correct total symbol—i.e. for symbol 15 use symbol 10 plus symbol 5.

Size	1	2	3	4	5	6	7	8	9	10	Stranding
					SINGLE CONDUCTOR						
14	.03	.06	.09	.12	.15	.17	.20	.23	.26	.29	Solid
12	.04	.08	.11	.15	.19	.23	.27	.30	.34	.38	Solid
10	.05	.10	.16	.21	.26	.31	.36	.42	.47	.52	Solid
8	.08	.16	.24	.32	.40	.48	.56	.64	.72	.80	Solid
6	.10	.25	.35	.45	.60	.70	.80	.95	1.05	1.15	7
4	.20	.40	.60	.80	.95	1.15	1.35	1.55	1.75	1.95	7
3	.25	.45	.70	.90	1.15	1.40	1.60	1.85	2.05	2.30	7
2	.25	.50	.75	1.05	1.30	1.55	1.80	2.05	2.30	2.60	7
1	.50	1.00	1.50	2.00	2.50	3.00	3.50	4.00	4.50	5.00	19
1/0	.60	1.20	1.90	2.50	3.10	3.70	4.40	5.00	5.60	6.20	19
2/0	.70	1.40	2.20	2.90	3.60	4.30	5.00	5.80	6.50	7.20	19
3/0	.90	1.70	2.60	3.40	4.30	5.10	6.00	6.80	7.70	8.50	19
4/0	1.10	2.10	3.20	4.30	5.30	6.40	7.50	8.50	9.60	10.70	19
250,000	1.10	2.80	4.30	5.70	7.10	8.50	9.90	11.40	12.80	14.20	37
300,000	1.60	3.30	4.90	6.50	8.10	9.80	11.40	13.00	14.60	16.30	37
350,000	1.80	3.60	5.40	7.20	9.00	10.80	12.60	14.40	16.20	18.00	37
400,000	2.00	4.10	6.10	8.20	10.20	12.20	14.30	16.30	18.10	20.40	37
500,000	2.40	4.90	7.30	9.80	12.20	14.70	17.10	19.50	22.00	24.40	37
600,000	3.00	6.00	9.00	12.00	15.00	18.00	21.00	24.00	27.00	30.00	61
700,000	3.50	7.00	10.40	13.90	17.40	20.90	24.40	27.80	31.30	34.80	61
750,000	3.60	7.20	10.70	14.30	17.90	21.50	25.00	28.60	32.20	35.80	61
800,000	3.90	7.80	11.60	15.50	19.40	23.30	27.10	31.00	34.90	38.80	61
900,000	4.30	8.70	13.00	17.40	21.70	26.00	30.40	34.70	39.00	43.40	61
1,000,000	4.80	9.60	14.40	19.20	24.00	28.80	33.60	38.40	43.20	48.00	61
1,250,000	5.90	11.90	17.80	23.80	29.70	35.60	41.60	46.70	53.50	59.40	91
1,500,000	7.00	13.90	20.90	27.80	34.80	41.80	48.70	55.70	62.60	69.60	91
1,750,000	8.60	17.30	25.90	34.60	43.20	51.80	60.50	69.10	77.80	86.40	127
2,000,000	9.60	19.20	28.80	38.40	48.00	57.60	67.20	76.80	86.40	96.00	127
					TWO CONDUCTOR						
14	.07	.13	.20	.26	.33	.40	.46	.53	.59	.66	Solid
12	.09	.17	.26	.34	.43	.51	.60	.68	.77	.85	Solid
10	.12	.25	.37	.49	.62	.74	.86	.98	1.11	1.23	Solid
8	.16	.31	.47	.62	.78	.93	1.09	1.24	1.40	1.55	Solid
6	.30	.60	.85	1.15	1.40	1.70	2.00	2.30	2.55	2.85	Solid
					FIXTURE						
18	.01	.02	.03	.04	.06	.07	.08	.09	.10	.11	½ Solid ¾ Solid
16	.02	.03	.05	.07	.09	.10	.12	.14	.15	.17	½ Solid ¾ Solid

To arrive at delivered prices add to the net price per 1.000 feet the amount shown opposite the wire size and under the correct symbol.

SIZE	1	2	3	4	5	6	7	8	9	10	Number of Strands	Rubber Wall 64ths Inch	Lead Sheath 64ths Inch Solid	Approximate O.D. Inches
SINGLE CONDUCTOR														
18	.15	.30	.45	.60	.75	.90	1.05	1.20	1.35	1.50	1	2	2	.195
16	.18	.35	.55	.70	.90	1.05	1.20	1.40	1.60	1.75	1	2	2	.205
14	.20	.45	.65	.90	1.10	1.30	1.50	1.80	2.00	2.20	7	3	2	.260
12	.25	.50	.70	.95	1.20	1.45	1.70	1.90	2.15	2.40	7	3	2	.280
10	.35	.75	1.10	1.50	1.85	2.20	2.60	3.00	3.30	3.70	7	3	3	.335
8	.50	1.00	1.45	1.95	2.45	2.95	3.45	3.90	4.40	4.90	7	3	3	.365
6	.80	1.60	2.40	3.20	4.00	4.90	5.70	6.50	7.30	8.10	7	4	4	.465
4	.90	1.90	2.80	3.70	4.70	5.60	6.50	7.40	8.40	9.30	7	4	4	.510
2	1.10	2.30	3.40	4.50	5.70	6.80	7.90	9.00	10.20	11.30	7	4	4	.570
1	1.30	2.50	3.80	5.00	6.30	7.60	8.80	10.10	11.40	12.60	19	5	4	.645
1/0	1.40	2.80	4.20	5.70	7.10	8.50	9.90	11.30	12.70	14.10	19	5	4	.685
2/0	1.80	3.60	5.30	7.10	8.90	10.70	12.40	14.20	16.00	17.80	19	5	4	.730
3/0	2.00	4.00	6.00	8.00	10.00	12.00	14.00	16.00	18.00	20.00	19	5	4	.780
4/0	2.30	4.50	6.80	9.00	11.20	13.50	15.80	18.00	20.20	22.50	19	5	4	.840
250,000	3.10	6.10	9.20	12.20	15.30	18.40	21.40	24.40	27.60	30.60	37	6	5	.950
300,000	3.30	6.60	10.00	13.30	16.60	20.00	23.30	26.60	30.00	33.30	37	6	5	1.005
350,000	3.70	7.30	11.00	14.60	18.30	22.00	25.60	29.20	33.00	36.60	37	6	5	1.055
400,000	3.90	7.80	11.60	15.50	19.40	23.40	27.20	31.10	35.00	38.90	37	6	5	1.100
500,000	4.50	8.90	13.40	17.80	22.30	26.80	31.20	35.60	40.10	44.60	37	6	5	1.190
600,000	5.50	11.00	16.60	22.10	27.60	33.20	38.60	44.20	49.70	55.20	61	7	6	1.330
700,000	6.10	12.10	18.10	24.20	30.20	36.30	42.40	48.40	54.50	60.50	61	7	6	1.400
750,000	6.70	13.30	20.00	26.60	33.40	40.00	46.60	53.40	60.00	66.60	61	7	6	1.435
800,000	7.00	14.00	21.00	28.00	35.00	42.00	49.00	56.00	63.00	69.90	61	7	6	1.470
1,000,000	8.20	16.30	24.50	32.70	40.90	49.00	57.20	65.40	73.50	81.70	61	7	6	1.590
1,250,000	9.60	19.10	28.70	38.20	47.80	57.40	67.00	76.50	86.00	95.60	91	8	7	1.790
1,500,000	10.80	21.60	32.40	43.20	54.00	64.70	75.50	86.40	97.10	107.90	91	8	7	1.910
2,000,000	14.20	28.40	42.50	56.70	71.00	85.00	99.20	113.20	127.40	141.50	127	8	7	2.130
TWO CONDUCTOR—PARALLEL														
18	.20	.45	.70	.90	1.10	1.35	1.60	1.80	2.00	2.25	1	2	2	.20 x .33
16	.25	.50	.75	1.00	1.20	1.45	1.70	1.95	2.20	2.45	1	2	2	.21 x .35
14	.35	.70	1.00	1.35	1.70	2.05	2.40	2.70	3.10	3.40	7	3	2	.26 x .46
12	.50	1.05	1.55	2.10	2.60	3.10	3.65	4.15	4.70	5.20	7	3	3	.31 x .53
10	.60	1.20	1.90	2.50	3.10	3.70	4.30	5.00	5.60	6.20	7	3	3	.34 x .58
8	.80	1.60	2.50	3.30	4.10	4.90	5.70	6.60	7.40	8.20	7	3	3	.37 x .64
6	1.30	2.50	3.80	5.00	6.30	7.50	8.80	10.00	11.30	12.50	7	4	4	.47 x .80
4	1.60	3.10	4.70	6.30	7.90	9.40	11.00	12.60	14.10	15.70	7	4	4	.51 x .90
2	1.90	3.80	5.80	7.70	9.60	11.50	13.40	15.40	17.30	19.20	7	4	4	.57 x 1.02
1	2.20	4.40	6.60	8.80	11.00	13.20	15.40	17.60	19.80	22.00	19	5	5	.68 x 1.19
1/0	3.10	6.20	9.30	12.40	15.50	18.60	21.70	24.80	27.90	31.00	19	5	5	.71 x 1.28
2/0	3.50	7.10	10.60	14.20	17.60	21.20	24.80	28.40	31.90	35.40	19	5	5	.76 x 1.37
3/0	4.00	8.00	12.00	16.00	20.00	24.00	27.90	31.90	35.90	39.90	19	5	5	.81 x 1.47
4/0	4.40	8.80	13.10	17.50	21.90	26.30	30.60	35.00	39.40	43.80	19	5	5	.87 x 1.59
THREE CONDUCTOR—ROUND														
18	.45	.90	1.35	1.80	2.25	2.70	3.15	3.60	4.05	4.50	1	2	3	.410
16	.50	1.00	1.50	2.00	2.50	3.00	3.50	4.00	4.50	5.00	1	2	3	.435
14	.70	1.40	2.10	2.80	3.50	4.20	4.90	5.60	6.30	7.00	7	3	3	.550
12	.80	1.50	2.30	3.10	3.90	4.60	5.40	6.20	6.90	7.70	7	3	3	.590
10	1.10	2.20	3.30	4.40	5.50	6.50	7.60	8.70	9.80	10.90	7	3	4	.670
8	1.30	2.60	4.00	5.30	6.60	7.90	9.30	10.60	11.90	13.20	7	3	4	.735
6	2.00	4.10	6.10	8.20	10.20	12.20	14.30	16.30	18.30	20.40	7	4	4	.885
4	2.40	4.90	7.30	9.80	12.20	14.60	17.10	19.50	22.00	24.40	7	4	5	1.015
2	3.40	6.80	10.20	13.50	16.90	20.30	23.70	27.10	30.50	33.90	7	4	5	1.150
1	4.00	8.00	12.00	16.00	20.00	24.00	28.00	32.00	36.00	40.00	19	5	6	1.335
1/0	4.80	9.60	14.40	19.20	24.00	28.80	33.70	38.50	43.30	48.10	19	5	6	1.425
2/0	5.40	10.90	16.30	21.70	27.20	32.60	38.00	43.40	48.90	54.30	19	5	6	1.520
3/0	6.10	12.20	18.30	24.40	30.50	36.60	42.70	48.80	54.90	61.00	19	5	6	1.630
4/0	7.40	14.90	22.30	29.80	37.20	44.60	52.00	59.50	67.00	74.40	19	5	7	1.790
250,000	10.00	20.00	30.00	40.00	50.00	60.00	70.00	80.00	90.00	100.00	37	6	7	1.960
300,000	11.30	22.60	33.90	45.00	56.30	67.50	78.80	90.00	101.30	112.50	37	6	7	2.075
350 000	12.50	25.00	37.50	50.00	62.50	75.00	87.50	100.00	112.50	125.00	37	6	7	2.185
400,000	13.80	27.50	41.30	55.00	68.80	82.50	96.30	110.00	123.80	137.50	37	6	8	2.319
500,000	16.30	32.50	48.80	65.00	81.30	97.50	113.80	130.00	146.30	162.50	37	6	8	2.505

NUMBER

T 4-A-25

ANACONDA
from mine to consumer

DATE

Sept. 1, 1933

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

PUBLISHED LIST

600 V Rubber and Lead Cables

N. E. C. Standard

Code
Intermediate
30%-Performance Type

SOLID

SIZE A.W.G.	CODE Single Cond.	CODE 2 Cond. Parallel	CODE Three Cond.	INTERMEDIATE Single Cond.	INTERMEDIATE 2 Cond. Parallel	INTERMEDIATE Three Cond.	30% Single Cond.	30% 2 Cond. Parallel	30% Three Cond.
*18	$12.70	$21.00	$46.20	$13.10	$21.80	$47 50	$13.70	$22 40	$48 50
*16	13.70	23.00	53.40	14.30	24.00	54 70	14.90	24.60	56.00
14	16.80	25.80	64.80	17.70	30 00	67 10	18.50	31.60	69.80
12	19.90	41.60	72.90	21.20	43 70	75 70	22.20	45.90	79.10
10	30.20	49.30	97.00	30.80	51.50	99.70	32 10	53.40	102.80
8	36.10	60.90	110.80	37.80	63.20	117.70	39.50	67.10	124.80
6	59.00	100.10	164.80	61.10	103.80	170.00	63.30	108.30	176.60
4	73.40	130.70	232.50	.....	.....	.....	.....	.....	.....

* 300 Volts.

STRANDED

SIZE A.W.G.	CODE Single Cond.	CODE 2 Cond. Parallel	CODE Three Cond.	INTERMEDIATE Single Cond.	INTERMEDIATE 2 Cond. Parallel	INTERMEDIATE Three Cond.	30% Single Cond.	30% 2 Cond. Parallel	30% Three Cond.
14	$19.70	$32.50	$69.00	$20.50	$34.80	$71.70	$21.80	$36.30	$74.50
12	22.60	48.20	91.50	24 00	50.70	95.00	24.90	52.40	98.70
10	34.20	56.00	107.10	35.00	58.60	110.10	36.30	61.40	114.50
8	40.40	69 50	127.50	42.30	73.20	131.20	44.00	76.50	136.10
6	64.80	110.40	221.00	67.10	114.90	227.50	69.20	119.10	234.80
4	77.00	137.80	241.80	79.20	142.70	248.60	81.20	147.10	252.90
2	94.70	168.20	303.80	97.50	173.10	310.90	99.70	179 50	320.00
1	120.00	257.00	436.00	125 00	265.00	451.00	130.00	273.00	464.00
1/0	149.00	298.00	490 00	154.00	310.00	503.00	159 00	319.00	517.00
2/0	165.00	339.00	555.00	173.00	351.00	566.00	176 00	356 00	580 00
3/0	192.00	381.00	626.00	199.00	392.00	637.00	203.00	400.00	650.00
4/0	226.00	450.00	769.00	230.00	458.00	786.00	237.00	470.00	802.00
250,000	293.00	.....	939.00	298.00	.....	955.00	303.00	.....	973.00
300,000	328.00	.....	1070.00	332 00	.....	1074.00	336.00	.....	1091.00
350,000	363.00	.....	1188.00	373.00	.....	1206 00	379.00	.....	1226.00
400,000	395.00	.....	1356.00	403.00	.....	1378.00	411.00	.....	1400.00
500,000	462.00	.....	1566.00	471.00	.....	1593.00	478.00	.....	1622.00
600,000	603.00	.....	.....	613.00	.....	.....	622.00	.....	.....
700,000	667.00	.....	.....	684.00	.....	.....	691.00	.....	.....
750,000	693.00	.....	.....	715.00	.....	.....	724.00	.....	.....
800,000	727.00	.....	.....	745.00	.....	.....	759.00	.....	.....
1,000,000	863.00	.....	.....	886.00	.....	.....	902.00	.....	.....
1,250,000	1130.00	.....	.....	1159.00	.....	.....	1198 00	.....	.....
1,500,000	1287 00	.....	.....	1320.00	.....	.....	1352 00	.....	.....
2,000,000	1629.00	.....	.....	1666.00	.....	.....	1706.00	.....	.....

This Sheet Shows Price per "M" ft., Add Stand. Universal Freight Adders for Delivered Price as Shown on Reverse Side. Destination Symbols per Bulletin P 101-5

TERMS: 2% 10th Prox. Net 60 Days

Prices effective when issued, subject to change without notice.

Canceling T 4-A-24 July 15, 1933

NUMBER

T 1-A-26

ANACONDA
from mine to consumer

DATE

Sept. 1, 1933

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

PUBLISHED LIST

Prices Cover Either Flame Check or Weatherproof Finish

600 V Rubber Covered Wires

N. E. C. Standard

Code
Intermediate
30%-Performance Type

SOLID

SIZE A.W.G.	CODE Single Braid	CODE ‡Double Braid	CODE 2 Cond. Parallel	INTERMEDIATE Single Braid	INTERMEDIATE ‡Double Braid	INTERMEDIATE 2 Cond. Parallel	30% Single Braid	30% ‡Double Braid	30% 2 Cond. Parallel
14	$ 5.20	$ 7.40	$14 50	$ 6.00	$ 8.10	$15.90	$ 6.60	$ 8.40	$17.00
12	7.20	9.00	18.50	8.30	10.10	20 10	9.30	11.30	21.80
10	9.90	11.80	23.70	11.00	12.80	26 00	12.00	14.30	28.20
8	14.10	16.30	33.20	15.30	18 10	37.10	17.00	19.60	41.50
6	*20.50	25.00	50.60	*22.70	27.20	55 20	*25.00	30.20	59.30

STRANDED

SIZE A.W.G.	CODE Single Braid	CODE ‡Double Braid	CODE 2 Cond Parallel	INTERMEDIATE Single Braid	INTERMEDIATE ‡Double Braid	INTERMEDIATE 2 Cond. Parallel	30% Single Braid	30% ‡Double Braid	30% 2 Cond. Parallel
14	$ 6.90	$ 8 70	$16.20	$ 7.70	$ 9.30	$ 17.40	$ 8.30	$10.10	$19.20
12	9.00	10.90	20.90	10.00	11.80	23.00	11.00	12.80	25.20
10	11.90	13.70	26.70	13.10	14.90	29.10	14.30	16.30	30.80
8	17.00	19.20	38.40	18.00	20.30	40 40	19.20	21.40	42.30
6	*25.70	28.80	55.20	*28.00	30.20	60.50	*30.20	33.30	65.10

Size	STRANDED ‡Double Braid		
AWG	CODE	INT.	30%
4	$36.40	$38.40	$40.60
3	43.60	....	....
2	50.10	53.00	55.10
1	71.00	76.00	80.00
1/0	83.00	86.00	95.00
2/0	97.00	103.00	107.00
3/0	114.00	119.00	123.00
4/0	139.00	145.00	153.00
250,000	171.00	175.00	178.00
300,000	194.00	201.00	203.00
350,000	224.00	229.00	238.00
400,000	242.00	252.00	259.00
500,000	298.00	310.00	320.00
600,000	368.00	378.00	391.00
700,000	424.00	436.00	448.00
750,000	453.00	462.00	474.00
800,000	474.00	485.00	503.00
900,000	532.00	549.00	562.00
1,000,000	589.00	604.00	620.00
1,250,000	744.00	760 00	782.00
1,500,000	881.00	897.00	923.00
1,750,000	999.00	1024.00	1053.00
2,000,000	1130.00	1161.00	1194.00

FIXTURE WIRE—WEATHER PROOF
300 VOLT

SIZE A.W.G.	CODE Solid	CODE Strand.	INT. Solid	30% Solid
18 RF-64	$3.60	$4.10	$3.90	$4.20
18 RF-32	4 10	4 40	4.40	4 80
16 RF-64	*3.80	*4.50	....	....
16 RF-32	4.50	5.10	4.80	5.30

‡Sizes No. 6 AWG and larger may be double braid or tape and braid at Manufacturers option.

*Not approved by Underwriters' Laboratories.

This sheet shows price per "M" ft., Add Stand. Universal Freight Adders for Delivered Price as shown on reverse side. Destination Symbols per Bulletin P 101-5.

TERMS: 2% 10th Prox. Net 60 Days

Prices effective when issued, subject to change without notice.

Reels billed extra — Credit allowed when returned freight charges collect, in good condition within one year to point of original shipment.

Canceling T 1-A-25 July 15, 1933

ANACONDA WIRE & CABLE COMPANY

General Offices: 25 Broadway, New York

Chicago Office: 20 No. Wacker Drive

BULLETIN P 101-5

April 15, 1932

Superseding P 101-4

RUBBER BRAIDED, RUBBER AND LEAD

DESTINATION SYMBOLS

These symbols are to be used in conjunction with basic price lists on 600 volt types and symbol adders applying to such basic lists.

DESTINATION	Non Leaded		Leaded	
	LCL	CL	LCL	CL
ALABAMA				
Birmingham	19	13	16	10
Mobile	14	10	12	8
Montgomery	19	12	16	10
Other Points	19	13	16	10
ARIZONA				
Phoenix	29	15	29	16
Tucson	31	16	30	17
Other Points	32	20	32	19
ARKANSAS				
Fort Smith	25	16	20	12
Hot Springs	23	16	20	11
Little Rock	22	15	19	11
Pine Bluff	23	15	20	11
Other Points	24	17	21	12
CALIFORNIA				
Alemeda	9	9	9	9
Bakersfield	17	15	16	15
Berkeley	9	9	9	9
Fresno	16	12	15	14
Long Beach	9	9	9	9
Los Angeles	9	9	9	9
Modesto	14	12	14	12
Napa	14	12	14	12
Oakland	9	9	9	9
Pasadena	12	11	11	11
Red Wood City	14	12	14	12
Richmond	9	9	9	9
Riverside	14	13	13	12
Sacramento	9	9	9	9
San Bernardino	14	13	13	12
San Diego	9	9	9	9
San Francisco	9	9	9	9
San Jose	11	11	11	10
San Pedro	9	9	9	9
San Rafael	14	12	14	12
Santa Ana	14	12	14	12
Santa Barbara	16	14	15	13
Santa Rosa	14	12	14	12
Santa Cruz	14	12	14	12
Stockton	12	11	11	11
Vallejo	14	12	14	12
Ventura	14	12	14	12
Other Points	20	16	20	16
COLORADO				
Boulder	26	17	22	12
Colorado Springs	26	17	22	12
Canon City	31	20	26	14
Denver	26	17	22	12
Grand Junction	32	22	32	21
La Junta	26	17	22	12
Pueblo	26	17	22	12
Springfield	25	16	20	11
Sterling	26	17	22	12
Trinidad	26	17	22	12
Other Points	43	28	36	23

DESTINATION	Non Leaded		Leaded	
	LCL	CL	LCL	CL
CONNECTICUT				
Entire State	6	4	6	3
DELAWARE				
Dover	7	5	7	4
Wilmington	7	5	7	3
Other Points	8	6	8	4
DISTRICT OF COLUMBIA	7	5	7	4
FLORIDA				
Jacksonville	12	8	10	6
Key West	16	12	16	10
Miami	17	10	17	9
Orlando	22	14	18	12
Pensacola	15	10	12	8
St. Petersburg	15	10	12	9
Tampa	14	11	14	10
West Palm Beach	17	10	17	8
Other Points	23	15	19	12
GEORGIA				
Atlanta	18	12	15	10
Augusta	17	11	14	9
Brunswick	14	9	14	8
Darien	12	8	10	6
Macon	18	12	15	10
Rome	18	12	15	10
Savannah	12	8	10	6
Waycross	18	12	15	9
Other Points	19	13	16	10
IDAHO				
Boise	32	18	31	17
Orifino	30	17	29	16
Sand Point	31	17	30	16
Other Points	32	21	32	20
ILLINOIS				
Aurora	9	7	9	5
Belleville	11	8	11	6
Cairo	11	8	11	6
Chicago	9	7	9	5
Chicago Heights	9	7	9	5
Cicero	9	7	9	5
Danville	10	7	10	5
Decatur	10	7	10	5
East St. Louis	11	8	11	6
Elgin	9	7	9	5
Evanston	9	7	9	5
Galena	11	8	11	5
Joliet	9	7	9	5
Kankakee	9	7	9	5
Moline	10	8	10	5
Mt. Carmet	10	7	10	5
Murphysboro	11	9	11	6
Peoria	10	7	10	5
Quincy	11	8	11	6

DESTINATION	Non Leaded		Leaded	
	LCL	CL	LCL	CL
ILLINOIS (continued)				
Rock Island	10	8	10	5
Rockford	10	7	10	5
Springfield	10	7	10	5
Waukegan	9	7	9	5
Other Points	11	9	11	6
INDIANA				
Anderson	9	7	9	5
Bloomington	9	7	9	5
Bluffton	8	6	8	4
Columbus	10	7	10	5
Danville	9	7	9	5
Decatur	8	6	8	4
East Chicago	9	7	9	5
Elkhart	9	6	9	5
Evansville	10	7	10	5
Fort Wayne	8	6	8	4
Gary	9	7	9	5
Hammond	9	7	9	5
Indianapolis	9	7	9	5
Indiana Harbor	9	7	9	5
Kankakee	9	7	9	5
Kokomo	9	6	9	5
La Porte	9	7	9	5
Lafayette	9	7	9	5
Logansport	9	6	9	5
Marion	9	7	9	5
Michigan City	9	7	9	5
Muncie	9	6	9	4
New Castle	9	6	9	4
Porter	9	7	9	5
Richmond	9	6	9	4
Shelbyville	9	7	9	5
South Bend	9	6	9	5
Terre Haute	10	7	10	5
Union City	9	6	9	4
Vincennes	10	7	10	5
Whiting	9	7	9	5
Other Points	10	7	10	5
IOWA				
Burlington	11	8	11	6
Cedar Rapids	14	9	12	7
Clinton	10	8	10	5
Council Bluffs	18	12	15	8
Davenport	10	8	10	5
Des Moines	16	11	13	7
Dubuque	11	8	11	5
Ft. Dodge	17	11	14	7
Ft. Madison	11	8	11	6
Keokuk	11	8	11	6
Mason City	16	10	13	7
Muscatine	11	8	11	6
Ottumwa	15	10	12	7
Sioux City	18	12	15	8
Waterloo	15	10	13	7
Other Points	18	12	15	8

NOTE: Supersedes all previous Rubber Covered and Rubber and Lead Delivery Symbol Schedules

3—Destination Symbols

DESTINATION	Non Loaded		Loaded	
	LCL	CL	LCL	CL
KANSAS				
Abilene	20	13	17	9
Atchison	17	11	14	8
Ft. Scott	19	12	15	8
Hutchinson	21	14	17	9
Independence	20	13	17	9
Kansas City	17	11	14	8
Lawrence	20	13	16	9
Leavenworth	17	11	14	8
Pittsburgh	20	13	16	9
Salina	20	13	17	9
Topeka	19	12	16	8
Wichita	21	14	17	9
Other Points	24	16	20	10
KENTUCKY				
Ashland	9	6	9	4
Bowling Green	15	10	12	8
Covington	9	6	9	4
Frankfort	14	9	11	7
Glasgow	15	10	12	8
Greenville	15	10	13	8
Harlan	16	11	14	9
Henderson	10	8	10	5
Hopkinsville	15	10	13	8
Lexington	10	7	10	5
Louisville	10	7	10	5
Middlesboro	16	10	13	9
Newport	9	6	9	4
Owensboro	14	9	11	7
Paducah	11	8	11	6
Other Points	16	11	14	9
LOUISIANA				
Alexandria	18	13	15	11
Baton Rouge	17	13	15	10
Covington	17	13	15	10
Lake Charles	15	10	13	8
Monroe	20	15	18	12
New Orleans	14	10	12	8
Rayville	18	13	15	11
Shreveport	18	13	15	11
Other Points	20	15	18	12
MAINE				
Augusta	8	6	8	4
Bangor	8	6	8	4
Lewiston	7	5	7	4
Portland	7	5	7	4
Waterville	8	6	8	4
Other Points	8	6	8	4
MARYLAND				
Baltimore	7	5	7	4
Cumberland	7	5	7	4
Hagerstown	7	5	7	4
Salisbury	8	5	8	4
Other Points	8	6	8	4
MASSACHUSETTS				
Entire State	6	5	6	3
MICHIGAN				
Adrian	8	6	8	4
Ann Arbor	8	6	8	4
Bay City	8	6	8	4
Benton Harbor	9	6	9	5
Calumet	16	10	13	7
Dearborn	7	5	7	4
Detroit	7	5	7	4
Escanaba	14	9	11	6
Flint	8	5	8	4
Grand Rapids	9	7	9	5
Highland Park	7	5	7	4
Ishpeming	15	9	12	7
Jackson	8	6	8	4
Kalamazoo	8	6	8	4
Lansing	8	6	8	4
MICHIGAN (continued)				
Marquette	15	9	12	7
Menominee	9	7	9	5
Monroe	7	5	7	4
Muskegon	9	6	9	5
Pontiac	8	5	8	4
River Rouge	7	5	7	4
Saginaw	8	6	8	4
Sault Ste Marie	12	9	10	6
Three Rivers	8	6	8	4
Wayne	8	6	8	4
Wyandotte	7	5	7	4
Other Points—Upper Peninsula	16	10	13	7
Other Points—Lower Peninsula	9	7	9	5
MINNESOTA				
Carlton	18	12	15	8
Duluth	16	11	14	7
Fairbault	16	11	14	7
Hibbing	18	12	15	8
Mankota	17	11	14	8
Minneapolis	16	11	14	7
Rochester	16	10	13	7
St. Cloud	18	12	15	8
St. Paul	16	11	14	7
Winona	15	10	13	7
Other Points	19	13	16	9
MISSISSIPPI				
Biloxi	17	12	15	10
Greenville	20	13	16	11
Hattiesburg	16	12	14	10
Jackson	16	12	14	10
Meridian	16	12	14	10
Natchez	17	13	15	10
Vicksburg	17	13	15	10
Other Points	21	14	17	11
MISSOURI				
Bonne Terre	15	11	14	8
Cape Girardeau	15	11	15	8
Columbia	16	10	13	7
Fulton	16	10	13	7
Hannibal	11	8	11	6
Jefferson City	16	10	13	7
Joplin	20	14	19	10
Kansas City	17	11	14	8
Moberly	15	10	12	7
St. Joseph	17	11	14	8
St. Louis	11	8	11	6
Sedalia	16	11	14	7
Springfield	19	13	17	9
Union	16	11	14	8
Other Points	20	14	19	11
MONTANA				
Entire State	32	22	32	22
NEBRASKA				
Grand Island	20	13	17	9
Hastings	20	13	17	9
Lincoln	19	12	15	8
North Platte	23	15	19	10
Omaha	18	12	15	8
Other Points	24	16	20	11
NEVADA				
Carson City	28	16	28	16
Elko	31	18	31	17
Los Vegos	28	16	27	16
Reno	26	14	26	14
Winnemucca	29	17	29	16
Other Points	32	19	32	18
NEW HAMPSHIRE				
Manchester	6	5	6	3
Nashua	6	4	6	3
Portsmouth	6	5	6	3
Other Points	7	5	7	4
NEW JERSEY				
Asbury Park	6	5	6	3
Atlantic City	7	5	7	4
Camden	6	5	6	3
Elizabeth	6	4	6	3
Hoboken	6	4	6	3
Jersey City	6	4	6	3
Morristown	6	4	6	3
Newark	8	4	6	3
New Brunswick	8	4	6	3
Passaic	6	4	6	3
Paterson	6	4	6	3
Perth Amboy	6	4	6	3
Phillipsburg	6	4	6	3
Plainfield	6	4	6	3
Trenton	6	5	6	3
Other Points	7	5	7	4
NEW MEXICO				
Albuquerque	32	22	32	22
Aztec	27	16	27	15
Las Cruces	32	22	32	22
Other Points	33	22	33	22
NEW YORK				
Albany	4	3	4	2
Amsterdam	4	3	4	2
Auburn	4	3	4	2
Binghamton	4	3	4	2
Brooklyn	6	4	6	3
Buffalo	5	4	5	3
Cohoes	4	3	4	2
Cortland	4	3	4	2
Dunkirk	6	4	6	3
Elmira	5	3	5	2
Fulton	3	3	3	2
Geneva	4	3	4	2
Glens Falls	5	4	5	3
Hancock	4	3	4	2
Herkimer	3	2	3	1
Hudson	5	3	5	2
Ilion	3	2	3	2
Jamaica	6	4	6	3
Johnstown	3	3	3	3
Kingston	5	4	5	3
Little Falls	3	2	3	2
Long Island City	6	4	6	3
Mount Vernon	6	4	6	3
Newburgh	5	4	5	3
New Rochelle	6	4	6	3
New York City	6	4	6	3
Niagara Falls	5	4	5	3
Olean	6	4	6	3
Oneida	2	2	2	1
Ossining	6	4	6	3
Oswego	4	3	4	2
Peekskill	6	4	6	3
Poughkeepsie	5	4	5	3
Rensselaer	4	3	4	2
Rochester	4	3	4	2
Rome	2	2	2	1
Saratoga Springs	4	3	4	2
Schenectady	4	3	4	2
Syracuse	3	2	3	2
Troy	4	3	4	2
Utica	2	2	2	1
Watertown	4	3	4	2
Watervliet	4	3	4	2
White Plains	6	4	6	3
Yonkers	6	4	6	3
Other Points	6	4	6	3

 NOTE: Supersedes all previous Rubber Covered and Rubber and Lead Delivery Symbol Schedules

DESTINATION	Non Leaded		Leaded	
	LCL	CL	LCL	CL
NO. CAROLINA				
Ashville	16	11	13	9
Charlotte	13	9	11	7
Durham	12	8	10	7
Gastonia	16	10	13	8
Greensboro	12	8	10	7
Goldsboro	13	9	13	8
High Point	12	8	10	7
Raleigh	12	8	10	7
Salisbury	13	9	11	7
Wilmington	13	9	11	7
Winston-Salem	12	8	10	7
Other Points	16	11	13	9
NORTH DAKOTA				
Fargo	20	13	17	9
Grand Forks	21	13	17	9
Other Points	25	16	21	11
OHIO				
Akron	7	5	7	4
Bryan	8	6	8	4
Canton	7	5	7	4
Cincinnati	9	6	9	4
Cleveland	7	5	7	4
Columbus	8	6	8	4
Dayton	8	6	8	4
Elyria	7	5	7	4
Lancaster	8	6	8	4
Lima	8	6	8	4
Mansfield	7	5	7	4
Marion	7	5	7	4
Marietta	8	6	8	6
Newark	8	6	8	4
Norwalk	7	5	7	4
Portsmouth	9	6	9	4
Sandusky	7	5	7	4
Steubenville	7	5	7	4
Toledo	7	5	7	4
Warren	7	5	7	4
Youngstown	7	5	7	4
Zanesville	7	5	7	4
Other Points	9	6	9	4
OKLAHOMA				
Entire State	23	17	20	13
OREGON				
Astoria	9	9	9	9
Eugene	16	14	15	13
Portland	9	9	9	9
Salem	13	11	13	11
Other Points	22	18	20	16
PENNSYLVANIA				
Allentown	6	4	6	3
Altoona	6	5	6	3
Bethlehem	6	4	6	3
Bloomsburg	6	4	6	3
Easton	6	4	6	3
Erie	6	4	6	3
Gettysburg	7	5	7	3
Harrisburg	6	5	6	3
Hazelton	6	4	6	3
Huntingdon	6	5	6	3
Johnstown	7	5	7	3
Lancaster	6	5	6	3
Mahanoy City	6	4	6	3
Meadville	6	5	6	3
Northumberland	6	4	6	3
Oil City	6	5	6	3
Philadelphia	6	5	6	3
Pittsburgh	7	5	7	4
Pittston	5	4	5	3
Reading	6	4	6	3
Scranton	5	4	5	3
Warren	6	4	6	3
Wilkes Barre	5	4	5	3

DESTINATION	Non Leaded		Leaded	
	LCL	CL	LCL	CL
PENNSYLVANIA *(continued)*				
Williamsport	6	4	6	3
York	6	5	6	3
Other Points	7	5	7	4
RHODE ISLAND				
Entire State	6	5	6	3
SO. CAROLINA				
Charleston	12	8	10	6
Columbia	16	11	13	9
Florence	16	10	13	8
Georgetown	14	9	14	8
Greenville	16	11	13	9
Spartanburg	16	11	13	9
Sumter	16	10	13	8
Other Points	17	11	14	10
SOUTH DAKOTA				
Aberdeen	20	13	17	10
Sioux Falls	18	12	15	8
Other Points	22	14	18	11
TENNESSEE				
Chattanooga	18	12	15	10
Jackson	17	11	14	9
Johnson City	15	10	13	8
Knoxville	17	11	14	9
Memphis	18	12	15	10
Nashville	17	11	14	9
Other Points	18	12	15	10
TEXAS				
Abilene	24	13	20	13
Amarillo	26	14	21	14
Austin	23	13	19	12
Beaumont	15	8	13	8
Corpus Christie	24	13	20	12
Dallas	24	13	20	12
El Paso	31	14	25	14
Fort Worth	24	13	20	12
Galveston	15	8	13	8
Harlingen	26	14	22	13
Houston	15	8	15	8
Laredo	26	14	22	13
Marshall	18	13	15	11
Palestine	22	13	19	12
Port Arthur	15	8	13	8
San Antonio	23	13	20	12
Temple	23	13	20	12
Tex-Arkana	21	14	17	12
Tyler	23	13	20	12
Waco	23	13	19	12
Wichita Falls	24	13	20	13
Other Points West of extension of New Mexico—eastern boundary	31	14	25	15
Other Points	26	14	22	14
UTAH				
Ogden	32	21	32	19
Provo	32	21	32	19
Salt Lake City	32	21	32	19
Other Points	34	22	34	21
VERMONT				
Bennington	5	3	5	2
Burlington	6	5	6	3
Rutland	5	4	5	3
Other Points	7	5	7	4

DESTINATION	Non Leaded		Leaded	
	LCL	CL	LCL	CL
VIRGINIA				
Alexandria	8	5	8	4
Charlottesville	8	6	8	4
Danville	10	6	9	5
Lynchburg	9	6	9	5
Newport News	9	6	9	4
Norfolk	9	6	9	4
Petersburg	9	6	9	4
Portsmouth	9	6	9	4
Richmond	8	5	8	4
Roanoke	9	6	9	5
Staunton	8	6	8	4
Other Points	10	7	10	6
WASHINGTON				
Aberdeen	15	13	14	13
Olympia	12	11	12	11
Seattle	9	9	9	9
Spokane	21	18	19	16
Tacoma	9	9	9	9
Other Points	22	18	20	17
WEST VIRGINIA				
Bluefield	10	7	10	5
Charleston	9	7	9	5
Clarksburg	8	6	8	4
Fairmont	8	6	8	4
Huntington	9	6	9	4
Martinsburg	7	5	7	4
Morgantown	8	6	8	4
Moundsville	8	5	8	4
Parkersburg	8	6	8	4
Welch	10	7	10	5
Wheeling	8	5	8	4
Williamson	10	7	10	5
Other Points	10	8	10	6
WISCONSIN				
Ashland	16	11	13	7
Appleton	10	7	10	5
Beloit	10	7	10	5
Green Bay	10	7	10	5
Janesville	10	7	10	5
Kenosha	9	7	9	5
Kohler	10	7	10	5
La Crosse	15	10	12	7
Madison	10	7	10	5
Manitowoc	9	7	9	5
Marinette	9	7	9	5
Milwaukee	9	7	9	5
Oshkosh	10	7	10	5
Racine	9	7	9	5
Sheboygan	9	7	9	5
Stevens Point	14	9	12	6
Superior	16	11	14	7
Wausau	14	9	12	6
Waukesha	10	7	10	5
West Allis	9	7	9	5
Other Points	16	11	14	7
WYOMING				
Casper	27	18	23	12
Cheyenne	26	17	22	12
Other Points	32	22	32	21
PANAMA CANAL ZONE				
Cristobal	12	8	12	8

NOTE: Supersedes all previous Rubber Covered and Rubber and Lead Delivery Symbol Schedules

SAMPLE PRICE FILINGS

Illustrating

FIRST MAJOR CHANGE IN PRICE STRUCTURE

EFFECTIVE MAY 1, 1934

RWL-D-1

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

DISCOUNT SHEET

WHOLESALERS
SERVICE DISCOUNTS

Electrical SAFECOTE Conductors

RUBBER - LEAD BUILDING WIRES
RUBBER - LEAD FIXTURE WIRES

Code, Intermediate, 30%

Applying to Sheet RWL-T-26 dated May 1, 1934

SHIPMENTS MADE BY MANUFACTURER

1. TO WHOLESALER'S WAREHOUSE STOCK

(priced in column applicable to quantity specified in each individual order)

COLUMN "A"	DISCOUNT 15%
COLUMN "B"	DISCOUNT 15%
COLUMN "C"	DISCOUNT 10%
COLUMN "D"	DISCOUNT 5%

2. DIRECT TO CUSTOMER OF WHOLESALER

(priced in column applicable to quantity specified in each individual order) ..... DISCOUNT 5%

3. DIRECT TO CUSTOMER OF WHOLESALER AND APPLYING TO SPECIFIC BUILDING JOB CONTRACT (FORM No.)

($200 LIST AND OVER, priced in column applicable to quantity specified in Contract;

LESS THAN $200 LIST, priced in column applicable to quantity specified in each individual order) ..... DISCOUNT 5%

THESE PRICES EFFECTIVE MAY 1 1934 BY AUTHORITY SUPERVISOR

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 15th of month following date of invoice.

This is a new sheet — No previous issue. All discounts changed.

9322

May 1, 1934 ANACONDA from mine to consumer RWL -T- 26

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

PUBLISHED LIST

RUBBER — LEAD

Electrical SAFECOTE Conductors

FLAME RETARDING MOISTURE RESISTING

BUILDING WIRES

CODE, INTERMEDIATE, 30%
600 Volts
Solid or Stranded, Single or Multiple Conductors

FIXTURE WIRES

CODE, INTERMEDIATE, 30%
300 Volts
Solid or Stranded

Canceling T 4-A-25 Sept. 1, 1933 Bulletin P 101-5, Apr. 15, 1933 & all previous Bldg. Wire Policies.

9822

Electrical SAFECOTE Conductors

RUBBER AND LEAD CODE WIRES AND CABLES

BUILDING WIRE—600 VOLT

Size A. W. G.	List Price	A Less than $50 List	B $50 to $199.99 List	C $200 to $4,999.99 List	D $5,000 List and Over	Rubber Wall 64ths	Lead Sheath 64ths	Approx. O. D. Inches	Approx. Net Wgt. Per M'
SOLID SINGLE CONDUCTOR — Price Per 1000 Feet									
18*	$27.50	$20.10	$15.85	$14.53	$13.77	2	2	.19	92
16*	30.00	21.95	17.28	15.84	15.01	2	2	.20	100
14	36.90	26.95	21.24	19.47	18.44	3	2	.25	135
12	43.30	31.65	24.92	22.84	21.64	3	2	.27	153
10	65.70	48.05	37.35	34.70	32.87	3	3	.32	260
8	89.80	65.60	51.67	47.36	44.86	4	3	.38	320
6	130.50	95.40	75.15	68.89	65.26	4	4	.47	520
4	160.50	117.30	92.44	84.73	80.27	4	4	.52	620
STRANDED SINGLE CONDUCTOR									
14	42.40	31.00	24.40	22.37	21.19	3	2	.25	135
12	48.40	35.35	27.87	25.54	24.20	3	2	.27	153
10	73.30	53.60	42.22	38.70	36.66	3	3	.32	260
8	98.90	72.30	56.95	52.20	49.45	4	3	.38	320
6	141.50	103.40	81.48	74.69	70.76	4	4	.47	520
4	167.40	122.30	96.36	88.33	83.68	4	4	.52	620
2	205.50	150.20	118.34	108.48	102.77	4	4	.58	770
1	256.60	187.55	147.76	135.44	128.32	5	4	.64	930
1/0	315.00	230.15	181.33	166.22	157.47	5	4	.68	1060
2/0	353.90	258.60	203.76	186.78	176.95	5	4	.73	1210
3/0	410.10	299.70	236.12	216.44	205.05	5	4	.78	1370
4/0	480.40	351.10	276.61	253.56	240.21	5	4	.84	1570
250,000	626.10	457.55	360.48	330.44	313.05	6	5	.95	2030
300,000	698.50	510.45	402.18	368.67	349.26	6	5	1.00	2270
350,000	772.60	564.60	444.85	407.78	386.32	6	5	1.06	2490
400,000	838.50	612.75	482.79	442.56	419.26	6	5	1.10	2720
500,000	978.70	715.25	563.52	516.56	489.37	6	5	1.19	3160
600,000	1270.30	928.30	731.39	670.44	635.16	7	6	1.33	3980
700,000	1404.00	1026.00	808.36	741.00	702.00	7	6	1.40	4420
750,000	1467.40	1072.30	844.85	774.44	733.68	7	6	1.43	4620
800,000	1539.40	1124.90	886.30	812.44	769.68	7	6	1.47	4850
900,000	1675.40	1224.30	964.60	884.22	837.68	7	6	1.53	5265
1,000,000	1824.40	1333.25	1050.42	962.89	912.21	7	6	1.59	5690
1,250,000	2362.50	1726.45	1360.24	1246.89	1181.26	8	7	1.79	6890
1,500,000	2688.40	1964.60	1547.88	1418.89	1344.21	8	7	1.91	7875
1,750,000	3023.80	2209.70	1740.97	1595.89	1511.89	8	7	2.02	8890
2,000,000	3414.30	2495.10	1965.82	1802.00	1707.16	8	7	2.13	9850
SOLID TWIN									
18*	45.00	32.85	25.88	23.72	22.47	2	2	.19x.33	145
16*	49.30	36.00	28.36	26.00	24.63	2	2	.20x.35	165
14	56.80	41.50	32.69	29.97	28.39	3	2	.25x.44	225
12	90.80	66.35	52.29	47.93	45.41	3	3	.30x.51	360
10	107.70	78.70	62.03	56.86	53.86	3	3	.32x.55	410
8	151.10	110.40	87.01	79.76	75.57	4	3	.38x.66	540
6	218.70	159.85	125.93	115.43	109.36	4	4	.47x.81	852
4	284.00	207.60	163.55	149.92	142.03	4	4	.52x.91	1045

* For 300 Volt Service.

Electrical SAFE-COTE Conductors

RUBBER AND LEAD CODE WIRES AND CABLES

BUILDING WIRE—600 VOLT

Size A. W. G.	List Price	A Less than $50 List	B $50 to $199.99 List	C $200 to $4,999.99 List	D $5,000 List and Over	Rubber Wall 64ths	Lead Sheath 64ths	Approx. O. D. Inches	Approx. Net Wgt. Per M'
STRANDED TWIN				Price Per 1000 Feet					
14	$69.50	$50.75	$40.00	$36.67	$34.74	3	2	.25x .44	225
12	103.30	75.50	59.49	54.53	51.66	3	3	.30x .51	360
10	120.40	88.00	69.33	63.56	60.21	3	3	.32x .55	410
8	169.50	123.90	97.57	89.44	84.73	4	3	.38x .66	540
6	238.20	174.10	137.16	125.73	119.12	4	4	.47x .81	852
4	297.50	217.40	171.30	157.02	148.76	4	4	.52x .91	1045
2	363.10	265.35	209.07	191.64	181.56	4	4	.58x1.03	1310
1	537.90	393.10	309.70	283.89	268.95	5	5	.67x1.19	1860
1/0	636.40	465.10	366.43	335.89	318.21	5	5	.72x1.27	2120
2/0	724.20	529.25	416.97	382.22	362.11	5	5	.76x1.36	2395
3/0	814.30	595.10	468.85	429.78	407.16	5	5	.81x1.47	2730
4/0	954.10	697.25	549.33	503.56	477.05	5	5	.87x1.58	3120
SOLID 3 CONDUCTOR									
18*	98.00	71.60	56.40	51.70	48.98	2	3	.41	315
16*	112.80	82.40	64.92	59.51	56.38	2	3	.44	345
14	156.30	114.18	89.96	82.47	78.13	3	4	.56	500
12	179.40	131.06	103.27	94.67	89.68	3	4	.60	680
10	209.00	152.75	120.36	110.33	104.53	3	4	.64	770
8	270.60	197.70	155.75	142.77	135.26	4	4	.77	960
6	359.40	262.65	206.93	189.69	179.71	4	5	.92	1470
4	497.00	363.15	286.12	262.28	248.47	4	5	1.03	1780
STRANDED 3 CONDUCTOR									
14	166.10	121.38	95.64	87.66	83.05	3	4	.56	500
12	191.50	142.15	112.00	102.66	97.26	3	4	.60	680
10	228.20	166.75	131.38	120.43	114.09	3	4	.64	770
8	306.10	223.70	176.25	161.56	153.06	4	4	.77	960
6	465.90	340.45	268.24	245.89	232.95	4	5	.92	1470
4	514.50	376.00	296.27	271.58	257.28	4	5	1.03	1780
2	654.10	478.00	376.63	345.21	327.07	4	5	1.16	2240
1	918.70	671.40	528.97	484.89	459.37	5	6	1.33	2980
1/0	1039.80	759.85	598.67	548.78	519.87	5	6	1.42	3340
2/0	1177.30	860.30	677.82	621.33	588.63	5	6	1.52	3830
3/0	1327.40	970.00	764.24	700.56	663.68	5	6	1.63	4370
4/0	1629.30	1190.60	938.06	859.89	814.63	5	7	1.79	5430
250,000	2010.70	1469.40	1157.70	1061.22	1005.37	6	7	1.96	6320
300,000	2288.00	1672.00	1317.33	1207.56	1144.00	6	7	2.08	7100
350,000	2540.40	1856.45	1462.67	1340.78	1270.21	6	7	2.19	7830
400,000	2887.80	2110.30	1662.17	1524.11	1443.89	6	8	2.32	9130
500,000	3313.60	2443.10	1925.09	1764.67	1671.79	6	8	2.50	10550

* For 300 Volt Service.

Electrical SAFECOTE Conductors

RUBBER AND LEAD INTERMEDIATE WIRES AND CABLES

BUILDING WIRE—600 VOLT

Size A. W. G.	List Price	A Less than $50 List	B $50 to $199.99 List	C $200 to $4,999.99 List	D $5,000 List and Over	Rubber Wall 64ths	Lead Sheath 64ths	Approx. O. D. Inches	Approx. Net Wgt. Per M'
SOLID SINGLE CONDUCTOR		Price Per 1000 Feet							
18*	$28.30	$20.70	$16.29	$14.93	$14.15	2	2	.19	92
16*	31.20	22.75	17.94	16.44	15.58	2	2	.20	100
14	38.60	28.20	22.22	20.37	19.29	3	2	.25	135
12	45.70	33.45	26.34	24.14	22.87	3	2	.27	153
10	66.88	48.90	38.51	35.30	33.44	3	3	.32	260
8	93.30	68.20	53.76	49.27	46.67	4	3	.38	320
6	134.50	98.30	77.44	70.99	67.25	4	4	.47	520
STRANDED SINGLE CONDUCTOR									
14	43.90	32.10	25.27	23.17	21.95	3	2	.26	135
12	51.00	37.30	29.39	26.94	25.53	3	2	.27	153
10	74.80	54.70	43.09	39.50	37.42	3	3	.32	260
8	103.00	75.30	59.27	54.34	51.48	4	3	.38	320
6	145.90	106.60	83.99	76.99	72.94	4	4	.47	520
4	171.50	125.35	98.76	90.53	85.77	4	4	.52	620
2	210.80	154.10	121.39	111.28	105.42	4	4	.58	770
1	266.10	194.45	153.21	140.44	133.05	5	4	.64	930
1/0	324.40	237.10	186.79	171.22	162.21	5	4	.68	1060
2/0	369.00	269.70	212.49	194.78	184.53	5	4	.73	1210
3/0	423.40	309.40	243.76	223.44	211.68	5	4	.78	1370
4/0	488.00	356.60	280.97	257.56	244.00	6	4	.84	1570
250,000	635.60	464.45	365.94	335.44	317.79	6	5	.95	2030
300,000	708.10	516.00	406.55	372.67	353.05	6	5	1.00	2270
350,000	791.60	578.45	455.76	417.78	395.79	6	5	1.06	2490
400,000	853.70	623.85	491.52	450.56	426.84	6	5	1.10	2720
500,000	995.80	727.70	573.33	525.56	497.89	6	5	1.19	3160
600,000	1289.30	942.15	742.30	680.44	644.63	7	6	1.33	3980
700,000	1436.20	1049.55	826.91	758.00	718.11	7	6	1.40	4420
750,000	1509.00	1102.75	868.85	796.44	754.53	7	6	1.43	4620
800,000	1573.50	1149.85	905.94	830.44	786.74	7	6	1.47	4850
900,000	1707.60	1247.85	983.15	901.22	853.79	7	6	1.53	5265
1,000,000	1868.00	1365.10	1075.52	985.89	934.00	7	6	1.59	5690
1,250,000	2417.50	1766.60	1391.88	1275.89	1208.74	8	7	1.79	6890
1,500,000	2751.00	2010.30	1583.88	1451.89	1375.47	8	7	1.91	7875
1,750,000	3084.40	2254.00	1775.88	1627.89	1542.21	8	7	2.02	8890
2,000,000	3484.40	2546.30	2006.18	1839.00	1742.21	8	7	2.13	9860
SOLID TWIN									
16*	51.20	37.40	29.45	27.00	25.58	2	2	.19x.33	145
18*	46.30	33.80	26.75	24.52	23.13	2	2	.20x.35	165
14	64.70	47.30	37.27	34.17	32.37	3	2	.25x.44	225
12	94.80	69.30	54.58	50.03	47.40	3	3	.30x.51	360
10	111.90	81.75	64.43	59.06	55.95	3	3	.32x.55	410
8	156.00	114.00	89.83	82.35	78.02	4	3	.38x.66	540
6	225.70	164.95	129.96	119.13	112.86	4	4	.47x.81	852

* For 300 Volt Service.

Electrical SAFE-COTE Conductors

RUBBER AND LEAD INTERMEDIATE WIRES AND CABLES

BUILDING WIRE—600 VOLT

Size A. W. G.	List Price	A Less than $50 List	B $50 to $199.99 List	C $200 to $4,999.99 List	D $5,000 List and Over	Rubber Wall 64ths	Lead Sheath 64ths	Approx. O. D. Inches	Aprox. Net Wgt. Per M'
STRANDED TWIN				Price Per 1000 Feet					
14	$73.80	$53.95	$42.51	$38.97	$36.92	3	2	.25x .44	225
12	108.00	78.95	62.22	57.03	54.03	3	3	.30x .51	360
10	125.30	91.60	72.17	66.16	62.67	3	3	.32x .55	410
8	177.30	129.60	102.10	93.60	88.67	4	3	.38x .66	540
6	216.80	180.30	142.07	130.23	123.38	4	4	.47x .81	852
4	306.80	224.20	176.64	161.92	153.40	4	4	.52x .91	1045
2	372.40	272.15	214.41	196.54	186.20	4	4	.58x1.03	1310
1	553.00	404.15	318.42	291.89	276.53	5	5	.67x1.19	1860
1/0	659.20	481.70	379.52	347.89	329.58	5	5	.72x1.27	2120
2/0	744.00	545.85	430.06	394.22	373.47	5	5	.76x1.36	2395
3/0	835.20	610.30	480.85	440.78	417.58	5	5	.81x1.47	2730
4/0	969.30	708.30	558.06	511.56	484.63	5	5	.87x1.58	3120
SOLID 3 CONDUCTOR									
18*	100.40	73.40	57.82	53.00	50.21	2	3	.41	315
16*	115.20	84.20	66.34	60.81	57.61	2	3	.44	345
14	160.60	117.37	92.47	84.77	80.30	3	4	.56	500
12	184.60	131.81	106.22	97.37	92.24	3	4	.60	680
10	214.20	156.50	123.31	113.03	107.08	3	4	.64	770
8	285.20	208.50	164.22	150.54	142.62	4	4	.77	960
6	369.30	269.85	212.61	194.89	184.63	4	5	.92	1470
STRANDED 3 CONDUCTOR									
14	171.20	125.12	98.58	90.36	85.61	3	4	.56	500
12	221.00	161.54	127.27	116.66	110.53	3	4	.60	680
10	233.90	170.90	134.65	123.43	116.94	3	4	.64	770
8	314.00	229.40	180.79	165.72	157.00	4	4	.77	960
6	478.20	349.45	275.33	252.39	239.11	4	5	.92	1470
4	527.50	385.45	303.69	278.38	263.73	4	5	1.03	1780
2	667.60	487.85	384.37	352.34	333.80	4	5	1.16	2240
1	947.20	692.15	545.33	499.89	473.58	5	6	1.33	2980
1/0	1064.10	777.85	612.85	561.78	532.21	5	6	1.42	3340
2/0	1198.10	875.55	689.82	632.33	599.05	5	6	1.52	3830
3/0	1348.20	985.25	776.24	711.56	674.11	5	6	1.63	4370
4/0	1661.50	1214.15	956.61	876.89	830.74	5	7	1.79	5130
250,000	2011.00	1491.55	1175.15	1077.22	1020.53	6	7	1.96	6320
300,000	2295.60	1677.55	1321.70	1211.56	1147.79	6	7	2.08	7100
350,000	2574.50	1881.40	1482.30	1358.78	1287.26	6	7	2.19	7830
400,000	2929.50	2140.75	1686.67	1546.11	1464.74	6	8	2.32	9130
500,000	3394.70	2480.75	1954.55	1791.67	1697.37	6	8	2.50	10550

* For 300 Volt Service.

Electrical SAFECOTE Conductors

RUBBER AND LEAD 30 PERCENT WIRES AND CABLES

BUILDING WIRE—600 VOLT

Size A. W. G.	List Price	A Less than $50 List	B $50 to $199.99 List	C $200 to $4,999.99 List	D $5,000 List and Over	Rubber Wall 64ths	Lead Sheath 64ths	Approx. O. D. Inches	Approx. Net Wgt. Per M'
SOLID SINGLE CONDUCTOR			Price Per 1000 Feet						
18*	$29.50	$21.50	$16.94	$15.53	$14.72	2	2	.19	92
16*	32.30	23.60	18.59	17.04	16.15	2	2	.20	100
14	40.10	29.30	23.09	21.17	20.05	3	2	.25	135
12	47.60	34.80	27.43	25.14	23.82	3	2	.27	153
10	69.30	50.70	39.93	36.60	34.67	3	3	.32	260
8	97.00	70.90	55.84	51.19	48.51	4	3	.38	320
6	138.70	101.35	79.84	73.19	69.34	4	4	.47	520
STRANDED SINGLE CONDUCTOR									
14	46.40	33.90	26.69	24.47	23.18	3	2	.25	135
12	52.80	38.55	30.37	27.84	26.38	3	2	.27	153
10	77.30	56.50	44.51	40.80	38.65	3	3	.32	260
8	106.50	77.90	61.36	56.25	53.29	4	3	.38	320
6	149.90	109.50	86.28	79.09	74.93	4	4	.47	520
4	175.30	128.10	100.94	92.53	87.66	4	4	.52	620
2	215.00	157.10	123.79	113.48	107.51	4	4	.58	770
1	275.60	201.40	158.67	145.44	137.79	5	4	.64	930
1/0	333.90	244.00	192.24	176.22	166.95	5	4	.68	1060
2/0	374.70	273.85	215.76	197.78	187.37	5	4	.73	1210
3/4	431.00	314.90	248.12	227.44	215.47	5	4	.78	1370
4/0	501.30	366.30	288.61	264.56	250.63	5	4	.84	1570
250,000	645.00	471.40	371.39	340.44	322.53	6	5	.95	2030
300,000	713.70	521.55	410.91	376.67	356.84	6	5	1.00	2270
350,000	803.00	586.75	462.30	423.78	401.47	6	5	1.06	2490
400,000	868.80	634.90	500.24	458.56	434.42	6	5	1.10	2720
500,000	1009.00	737.40	580.97	532.56	504.53	6	5	1.19	3160
600,000	1306.30	954.60	752.12	689.44	653.16	7	6	1.33	3980
700,000	1449.50	1059.25	834.55	765.00	724.74	7	6	1.40	4420
750,000	1526.10	1115.25	878.67	805.44	763.05	7	6	1.43	4620
800,000	1600.00	1169.25	921.21	844.44	800.00	7	6	1.47	4850
900,000	1743.60	1274.15	1003.88	920.22	871.79	7	6	1.53	5265
1,000,000	1898.30	1387.25	1092.97	1001.89	949.16	7	6	1.59	5690
1,250,000	2491.40	1820.60	1434.42	1314.89	1245.68	8	7	1.79	6890
1,500,000	2811.60	2054.60	1618.79	1483.89	1405.79	8	7	1.91	7875
1,750,000	3148.80	2301.10	1812.97	1661.89	1574.42	8	7	2.02	8890
2,000,000	3560.20	2601.70	2049.82	1879.00	1780.11	8	7	2.13	9850
SOLID TWIN									
18*	47.60	34.80	27.40	25.12	23.80	2	2	.19x.33	145
16*	52.30	38.20	30.11	27.60	26.15	2	2	.20x.35	165
14	67.80	49.50	39.02	35.77	33.88	3	2	.25x.44	225
12	99.00	72.30	56.98	52.23	49.48	3	3	.30x.51	360
10	115.50	84.10	66.50	60.96	57.75	3	3	.32x.55	410
8	164.40	120.10	94.62	86.74	82.17	4	3	.38x.66	540
6	234.30	171.20	134.87	123.63	117.13	4	4	.47x.81	852

* For 300 Volt Service.

Electrical SAFECOTE Conductors

RUBBER AND LEAD 30 PERCENT WIRES AND CABLES

BUILDING WIRE—600 VOLT

Size A. W. G.	List Price	A Less than $50 List	B $50 to $199.99 List	C $200 to $4,999.99 List	D $5,000 List and Over	Rubber Wall 64ths	Lead Sheath 64ths	Approx. O. D. Inches	Approx. Net Wgt. Per M'
STRANDED TWIN				Price Per 1000 Feet					
14	$76.70	$56.00	$44.15	$40.47	$38.34	3	2	.25x .44	225
12	111.30	81.30	64.07	58.73	55.64	3	3	.30x .51	360
10	130.70	95.50	75.23	68.96	65.33	3	3	.32x .55	410
8	184.40	134.70	106.15	97.31	92.19	4	3	.38x .66	540
6	254.70	186.15	146.65	134.43	127.36	4	4	.47x .81	852
4	315.20	230.30	181.44	166.32	157.57	4	4	.52x .91	1045
2	384.50	281.00	221.39	202.94	192.26	4	4	.58x1.03	1310
1	568.20	415.25	327.15	299.89	284.11	5	5	.67x1.19	1860
1/0	676.20	494.15	389.33	356.89	338.11	5	5	.72x1.27	2120
2/0	756.40	552.75	435.51	399.22	378.21	5	5	.76x1.36	2395
3/0	850.30	621.40	489.58	448.78	425.16	5	5	.81x1.47	2730
4/0	992.00	724.90	571.15	523.56	496.00	5	5	.87x1.58	3120
SOLID 3 CONDUCTOR									
18*	102.30	74.75	58.91	54.00	51.16	2	3	.41	315
16*	117.60	86.00	67.76	62.11	58.84	2	3	.44	345
14	165.70	121.11	95.42	87.47	82.86	3	4	.56	500
12	190.90	139.52	109.93	100.77	95.46	3	4	.60	680
10	220.00	160.80	126.69	116.13	110.02	3	4	.64	770
8	300.40	219.50	172.93	158.52	150.17	4	4	.77	960
6	381.80	279.00	219.81	201.49	190.88	4	5	.92	1470
STRANDED 3 CONDUCTOR									
14	176.50	129.00	101.64	93.17	88.27	3	4	.56	500
12	228.60	167.08	131.64	120.66	114.31	3	4	.60	680
10	242.20	177.00	138.45	127.83	121.11	3	4	.64	770
8	324.50	237.10	186.81	171.24	162.23	4	4	.77	960
6	492.00	359.55	283.30	259.69	246.02	4	5	.92	1470
4	535.60	391.40	308.38	282.68	267.80	4	5	1.05	1780
2	684.80	500.45	394.30	361.44	342.42	4	5	1.16	2240
1	971.80	710.15	559.52	512.89	485.89	5	6	1.33	2980
1/0	1091.00	797.25	628.12	575.78	545.47	5	6	1.42	3340
2/0	1224.60	894.90	705.09	646.33	612.32	5	6	1.52	3830
3/0	1372.80	1003.25	790.43	724.56	686.42	5	6	1.63	4370
4/0	1691.80	1236.30	974.06	892.89	845.89	5	7	1.79	5430
250,000	2075.20	1516.45	1194.78	1095.22	1037.58	6	7	1.96	6320
300,000	2327.80	1701.10	1340.24	1228.56	1163.89	6	7	2.08	7100
350,000	2612.40	1909.10	1504.12	1378.78	1306.21	6	7	2.19	7830
400,000	2971.20	2171.25	1710.67	1568.11	1485.58	6	8	2.32	9130
500,000	3449.70	2520.90	1986.18	1820.67	1724.84	6	8	2.50	10550

* For 300 Volt Service.

GENERAL INSTRUCTIONS

USE QUANTITY OR LIST PRICES TO DETERMINE VALUE OF ORDER OR INQUIRY.

Rubber-Braid and Rubber-Lead wires may be combined to arrive at list value to determine prices.

PRICES ARE F.O.B. DESTINATION any point in the United States, ports of entry Panama Canal, Hawaiian Islands and Alaska, on shipments of 100 lbs. or over, from manufacturer's factory or warehouse. Shipments of less than 100 lbs., F.O.B. point of shipment. No freight allowance.

EXPRESS OR PARCEL POST SHIPMENTS F.O.B. POINT OF SHIPMENT. No freight allowance.

INVOICE DATE shall be same as date of shipment.

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 10th of month following date of invoice.

No cash discount will be allowed on payments made by trade acceptances, notes, securities, postdated checks, etc.

Prices subject to change without notice.

For sizes not listed, use the price of next larger size.

SHIPMENTS are priced on the basis of the Column covering the Quantity or List Value of each single shipment, except that shipments against filed Specific Job Contracts (Form No. 1) are to be priced in accordance with the contract.

SPECIFIC BUILDING JOB CONTRACTS. When the requirements of wire and cable on a specific building job amount to not less than $1,000 LIST, THE ELECTRICAL CONTRACTOR WHO HAS RECEIVED A DEFINITE SIGNED CONTRACT FOR THE JOB, may be covered for the specified requirements for a period of six (6) months, in accordance with contract (Form No. 1) which will be provided.

Each shipment shall be treated as a separate contract. If the Buyer fails to fulfill the terms of payment herein provided, or if the Buyer's financial responsibility becomes unsatisfactory to the Seller, the Seller may, without prejudice to any other lawful remedy, defer further shipments, or, at its option, terminate its own further obligations with respect to any outstanding commitments.

REELS shall be paid for (net, no cash discount) at the same time as the material, and may be returned freight collect to destination specified by Seller. When reels are returned in good condition not later than twelve (12) months from date of shipment, full credit will be allowed.

RW-D-1

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

DISCOUNT SHEET

WHOLESALERS
SERVICE DISCOUNTS

Electrical SAFECOTE Conductors

RUBBER - BRAID FIXTURE WIRES
RUBBER - BRAID BUILDING WIRES

Code, Intermediate, 30%

Applying to Sheet RW-T-27 dated May 1, 1934

SHIPMENTS MADE BY MANUFACTURER

1. TO WHOLESALER'S WAREHOUSE STOCK

(priced in column applicable to quantity specified in each individual order)

COLUMN "A"	DISCOUNT 15%
COLUMN "B"	DISCOUNT 15%
COLUMN "C"	DISCOUNT 10%
COLUMN "D"	DISCOUNT 5%

2. DIRECT TO CUSTOMER OF WHOLESALER

(priced in column applicable to quantity specified in each individual order) ..... DISCOUNT 5%

3. DIRECT TO CUSTOMER OF WHOLESALER AND APPLYING TO SPECIFIC BUILDING JOB CONTRACT (FORM No. 1)

($200 LIST AND OVER, priced in column applicable to quantity specified in Contract;

LESS THAN $200 LIST, priced in column applicable to quantity specified in each individual order) ... DISCOUNT 5%

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 15th of month following date of invoice.

This is a new sheet — No previous issue. All discounts changed.

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

May 1, 1934 — **PUBLISHED LIST** — **RW -T- 27**

RUBBER COVERED CODE WIRES & CABLES
BUILDING WIRE—600 VOLT

Size A. W. G.	List Price	A Less than $50 List	B $50 to $199.99 List	C $200 to $4,999.99 List	D $5,000 List and Over	Rubber Wall 64ths	Approx. O. D. Inches	Approx. Net Wgt. Per M
SOLID SINGLE BRAID								
14	$10.50	$7.70	$6.06	$5.56	$5.26	3	.19	26
12	14.50	10.60	8.38	7.67	7.26	3	.21	35
10	20.00	14.60	11.49	10.53	9.98	3	.23	49
8	28.50	20.90	18.50	16.96	14.28	4	.28	80
*6	41.50	30.30	26.36	24.17	20.74			
SOLID DOUBLE BRAID								
14	14.70	10.75	8.46	7.76	7.35	3	.22	29
12	18.00	13.10	10.33	9.47	8.97	3	.24	38
10	23.50	17.20	13.56	12.43	11.78	3	.26	54
8	32.70	23.90	21.20	19.43	16.37	4	.32	85
6	50.00	36.55	28.79	26.39	25.00	4	.38	120
STRANDED SINGLE BRAID								
14	13.80	10.05	7.92	7.26	6.87	3	.19	26
12	18.00	13.10	10.33	9.47	8.97	3	.21	35
10	23.80	17.35	13.67	12.53	11.87	3	.23	49
8	34.00	24.90	22.06	20.22	17.03	4	.30	80
DUPLEX SOLID								
14	29.00	21.20	16.70	15.31	14.51	3	.41 x .22	62
12	37.00	27.05	21.32	19.54	18.52	3	.45 x .24	82
10	47.80	34.90	27.49	25.20	23.87	3	.49 x .26	114
8	66.50	48.60	43.01	39.48	33.25	4	.60 x .32	174
6	102.50	74.90	59.02	54.10	51.25	4	.68 x .36	286
DUPLEX STRANDED								
14	32.20	23.55	18.56	17.01	16.12	3	.43 x .23	64
12	41.60	30.38	23.94	21.94	20.79	3	.47 x .25	84
10	53.50	39.05	30.76	28.20	26.72	3	.52 x .27	124
8	76.40	55.80	49.44	45.33	38.18	4	.64 x .33	186
6	111.20	81.30	64.04	58.70	55.61	4	.72 x .38	295
STRANDED DOUBLE BRAID								
14	17.20	12.55	9.88	9.06	8.58	3	.23	80
12	21.50	15.75	12.40	11.37	10.77	3	.25	40
10	27.20	19.85	15.64	14.33	13.58	3	.27	56
8	38.20	27.95	24.76	22.69	19.12	4	.33	90
6	57.20	41.80	32.93	30.19	28.60	4	.38	128
4	78.50	53.70	42.31	38.79	36.75	4	.45	190
3	88.00	64.30	50.65	46.43	43.99	4	.48	230
2	100.90	73.75	58.11	53.26	50.48	4	.51	278
1	146.00	106.80	84.12	77.11	73.05	5	.59	364
1/0	171.60	125.40	98.79	90.56	85.79	5	.63	448
2/0	200.40	146.45	115.39	105.78	100.21	5	.67	540
3/0	235.80	172.30	135.76	124.44	117.89	5	.73	668
4/0	288.20	210.60	165.94	152.11	144.11	5	.78	814
250,000	356.80	260.80	205.45	188.33	178.42	6	.86	962
300,000	405.30	296.15	233.33	213.89	202.68	6	.92	1139
350,000	466.10	340.60	268.36	246.00	233.05	6	.97	1300
400,000	505.70	369.85	291.15	266.89	252.84	6	1.02	1473
500,000	621.00	453.85	357.58	327.78	310.53	6	1.10	1815
600,000	766.70	560.30	441.46	404.67	383.37	7	1.21	2177
700,000	884.00	646.00	508.97	466.56	442.00	7	1.28	2512
750,000	941.30	687.85	541.94	496.78	470.63	7	1.32	2673
800,000	988.00	722.00	568.85	521.44	494.00	7	1.35	2848
900,000	1108.40	810.00	638.18	585.00	554.21	7	1.41	3194
1,000,000	1227.20	896.80	706.55	647.67	613.58	7	1.47	3630
1,250,000	1547.20	1130.60	890.79	816.56	773.58	8	1.64	4400
1,500,000	1830.50	1337.70	1053.94	966.11	915.26	8	1.76	5240
1,750,000	2092.80	1529.10	1204.97	1104.56	1046.42	8	1.88	6060
2,000,000	2364.40	1727.10	1360.73	1247.33	1181.68	8	1.98	6890

See Page 4 for General Instructions; Fixture Wires and Colors. *Do not bear Underwriter's Labels.

Canceling T 1-A-26 Sept. 1, 1933 Bulletin P 101-5, Apr. 15, 1933 & all previous Bldg. Wire Policies

Electrical SAFECOTE Conductors

RUBBER COVERED INTERMEDIATE WIRES AND CABLES

BUILDING WIRE—600 VOLT

Size A. W. G.	List Price	A Less than $50 List	B $50 to $199.99 List	C $200 to $4,999.99 List	D $5,000 List and Over	Rubber Wall 64ths	Approx. O. D. Inches	Approx. Net Wgt. Per M
SOLID SINGLE BRAID								
14	$12.00	$8.80	$6.93	$6.36	$6.02	3	.19	26
12	16.60	12.15	9.56	8.77	8.31	3	.21	35
10	22.00	16.10	12.69	11.63	11.02	3	.23	49
8	30.80	22.55	17.76	16.28	15.42	4	.28	80
SOLID DOUBLE BRAID								
14	16.00	11.70	9.23	8.46	8.01	3	.22	29
12	20.00	14.65	11.53	10.57	10.01	3	.24	38
10	25.50	18.60	14.65	13.43	12.73	3	.26	54
8	36.10	26.40	20.81	19.08	18.07	4	.32	85
6	54.20	39.60	31.19	28.59	27.08	4	.36	120
STRANDED SINGLE BRAID								
14	15.30	11.15	8.79	8.06	7.63	3	.19	26
12	19.80	14.50	11.42	10.47	9.92	3	.21	35
10	26.00	19.00	14.98	13.73	13.01	3	.23	49
8	36.00	26.30	20.70	18.98	17.98	4	.30	80
DUPLEX SOLID								
14	31.70	23.15	18.23	16.71	15.83	3	.41 x .22	62
12	40.00	29.30	23.07	21.14	20.03	3	.45 x .24	82
10	52.10	38.10	30.00	27.50	26.05	3	.49 x .26	114
8	73.90	54.00	42.55	39.00	36.95	4	.60 x .32	174
6	111.20	81.30	64.04	58.70	55.61	4	.68 x .36	285
DUPLEX STRANDED								
14	34.50	25.20	19.87	18.21	17.25	3	.43 x .23	64
12	45.50	33.30	26.23	24.04	22.78	3	.47 x .25	84
10	58.00	42.35	33.38	30.60	28.99	3	.52 x .27	124
8	80.10	58.55	46.15	42.30	40.07	4	.64 x .33	186
6	121.30	88.60	69.82	64.00	60.63	4	.72 x .38	295
STRANDED DOUBLE BRAID								
14	18.30	13.35	10.53	9.66	9.15	3	.23	30
12	23.20	17.00	13.38	12.27	11.62	3	.25	40
10	29.50	21.50	16.94	15.53	14.72	3	.27	56
8	40.30	29.45	23.21	21.28	20.16	4	.33	90
6	59.90	43.75	34.46	31.59	29.93	4	.38	126
4	77.30	56.50	44.50	40.79	38.64	4	.45	190
2	106.40	77.75	61.27	56.17	53.21	4	.51	278
1	155.60	113.70	89.57	82.11	77.79	5	.59	364
1/0	177.30	129.55	102.06	93.56	88.63	5	.63	443
2/0	211.80	154.75	121.94	111.78	105.89	5	.67	540
3/0	245.30	179.25	141.21	129.44	122.63	5	.73	663
4/0	299.60	218.90	172.48	158.11	149.79	5	.78	814
250,000	364.40	266.30	209.82	192.33	182.21	6	.86	962
300,000	418.50	305.85	240.97	220.89	209.26	6	.92	1139
350,000	475.60	347.55	273.82	251.00	237.79	6	.97	1300
400,000	524.60	383.40	302.06	276.89	262.32	6	1.02	1473
500,000	643.80	470.45	370.67	339.78	321.89	6	1.10	1815
600,000	785.70	574.15	452.36	414.67	392.84	7	1.21	2177
700,000	906.70	662.60	522.06	478.56	453.37	7	1.28	2512
750,000	958.30	700.30	551.76	505.78	479.16	7	1.32	2673
800,000	1008.80	737.25	580.85	532.44	504.42	7	1.35	2848
900,000	1140.60	833.55	656.73	602.00	570.32	7	1.41	3194
1,000,000	1255.60	917.55	722.91	662.67	627.79	7	1.47	3530
1,250,000	1577.50	1152.75	908.24	832.56	788.74	8	1.64	4400
1,500,000	1860.80	1359.85	1071.39	982.11	930.42	8	1.76	5240
1,750,000	2140.20	1564.00	1232.24	1129.56	1070.11	8	1.88	6060
2,000,000	2422.00	1770.00	1394.54	1278.33	1211.05	8	1.99	6890

9822

Electrical SAFE-COTE Conductors

RUBBER COVERED 30 PERCENT WIRES AND CABLES

BUILDING WIRE—600 VOLT

Size A. W. G.	List Price	A Less than $50 List	B $50 to $199.99 List	C $200 to $4,999.99 List	D $5,000 List and Over	Rubber Wall 64ths	Approx. O. D. Inches	Approx. Net Wgt. Per M
SOLID SINGLE BRAID								
14	$13.20	$9.65	$7.59	$6.96	$6.59	3	.18	26
12	18.50	13.50	19.66	9.77	9.25	3	.21	35
10	24.00	17.50	13.78	12.63	11.97	3	.23	49
8	34.00	24.90	19.61	17.98	17.03	4	.28	80
SOLID DOUBLE BRAID								
14	16.60	12.10	9.55	8.76	8.29	3	.22	29
12	22.30	16.30	12.84	11.77	11.15	3	.24	38
10	28.30	20.70	16.29	14.93	14.15	3	.26	54
8	39.00	28.50	22.45	20.58	19.49	4	.32	85
6	59.90	43.75	34.46	31.59	29.93	4	.36	120
STRANDED SINGLE BRAID								
14	16.40	12.00	9.44	8.66	8.20	3	.19	26
12	21.70	15.90	12.51	11.47	10.86	3	.21	35
10	28.30	20.70	16.29	14.93	14.15	3	.23	49
8	38.20	27.95	22.01	20.18	19.12	4	.30	80
DUPLEX SOLID								
14	33.70	24.65	19.43	17.81	16.87	3	.41 x .22	62
12	43.30	31.65	24.92	22.84	21.64	3	.45 x .24	82
10	56.30	41.10	32.40	29.70	28.14	3	.49 x .26	114
8	82.20	60.10	47.35	43.40	41.12	4	.60 x .32	174
6	119.00	86.95	68.51	62.80	59.49	4	.63 x .36	235
DUPLEX STRANDED								
14	38.00	27.70	21.83	20.01	18.96	3	.43 x .23	64
12	49.70	36.35	28.63	26.24	24.86	3	.47 x .25	84
10	61.20	44.70	35.24	32.30	30.60	3	.52 x .27	124
8	83.70	61.20	48.22	44.20	41.87	4	.64 x .38	186
6	130.00	95.00	74.84	68.60	64.99	4	.72 x .38	295
STRANDED DOUBLE BRAID								
14	19.80	14.50	11.41	10.46	9.91	3	.23	30
12	25.10	18.35	14.47	13.27	12.57	3	.25	40
10	32.00	23.45	18.47	16.93	16.04	3	.27	56
8	42.40	31.00	24.41	22.38	21.20	4	.33	90
6	65.70	48.05	37.84	34.69	32.86	4	.38	126
4	81.50	59.50	46.90	42.99	40.73	4	.46	190
2	110.40	80.70	63.56	58.27	55.20	4	.51	278
1	163.20	119.25	93.94	86.11	81.58	5	.59	364
1/0	194.30	142.00	111.88	102.56	97.16	5	.63	443
2/0	219.40	160.30	126.30	115.78	109.68	5	.67	540
3/0	252.80	184.75	145.57	133.44	126.42	5	.73	663
4/0	314.70	230.00	181.21	166.11	157.37	6	.78	814
250,000	370.00	270.45	213.09	195.33	185.05	6	.86	962
300,000	422.30	308.60	243.15	222.89	211.16	6	.92	1139
350,000	492.60	360.00	283.64	260.00	246.32	6	.97	1300
400,000	537.90	393.10	309.70	283.89	268.95	6	1.02	1473
500,000	662.70	484.30	381.58	349.78	331.37	6	1.10	1816
600,000	810.30	592.15	466.55	427.67	405.16	7	1.21	2177
700,000	929.50	679.25	535.15	490.56	464.74	7	1.28	2612
750,000	981.00	716.90	564.85	517.78	490.53	7	1.32	2673
800,000	1043.00	762.15	600.48	550.44	521.47	7	1.35	2848
900,000	1165.30	851.55	670.91	615.00	582.63	7	1.41	3194
1,000,000	1286.00	939.70	740.36	678.67	642.95	7	1.47	3630
1,250,000	1619.20	1183.25	932.24	854.56	809.58	8	1.64	4400
1,500,000	1910.00	1395.85	1099.76	1008.11	955.05	8	1.76	5240
1,750,000	2195.20	1604.15	1263.88	1158.56	1097.58	8	1.88	6060
2,000,000	2481.60	1815.70	1430.54	1311.33	1242.32	8	1.98	6890

See Page 4 for General Instructions; Fixture Wires and Colors.

RUBBER COVERED FIXTURE WIRES 300 VOLT

Size A.W.G.	Reb. Ins.	List Price	A Less than $50 List	B $50 to $199.99 List	C $200 to $4,999.99 List	D $5,000 List and Over	Approx. O. D. Inches	Approx. Nt. Wgt. per M'
SOLID				CODE GRADE				
20*	1/64"	$5.70	$4.15	$3.26	$2.99	$2.83	.09	6
20*	1/32	7.20	5.25	4.13	3.79	3.59	.12	10
18	1/64	7.10	5.15	4.07	3.73	3.54	.11	9
18	1/32	8.00	5.85	4.62	4.23	4.01	.13	12
16*	1/64	7.60	5.55	4.37	4.01	3.80	.12	12
16	1/32	8.90	6.50	5.14	4.71	4.46	.14	16
STRANDED				CODE GRADE				
20*	1/64	7.20	5.25	4.13	3.79	3.59	.09	6
20*	1/32	8.00	5.80	4.57	4.19	3.97	.12	10
18	1/64	8.00	5.85	4.62	4.23	4.01	.11	9
18	1/32	8.60	6.30	4.94	4.53	4.29	.13	12
16*	1/64	8.90	6.50	5.14	4.71	4.46	.12	12
18	1/32	10.00	7.35	5.79	5.31	5.03	.14	16
SOLID				INTERMEDIATE GRADE				
18	1/64	7.60	5.60	4.40	4.03	3.82	.11	9
18	1/32	8.60	6.30	4.94	4.53	4.29	.13	12
16	1/32	9.50	6.95	5.47	5.01	4.75	.14	16
SOLID				30% GRADE				
18	1/64	8.20	6.00	4.73	4.33	4.11	.11	9
18	1/82	9.30	6.85	5.38	4.93	4.67	.13	12
16	1/32	10.50	7.65	6.01	5.51	5.22	.14	16

*Do not bear Underwriters' Labels

GENERAL INSTRUCTIONS

USE LIST PRICES TO DETERMINE VALUE OF ORDER OR INQUIRY.

PRICES ARE F.O.B. DESTINATION any point in the United States, Panama Canal, Puerto Rico, Hawaiian Islands, on shipments of 100 lbs. or over, from manufacturer's factory or warehouse. Shipments of less than 100 lbs., F.O.B. point shipment. No freight allowance.

EXPRESS OR PARCEL POST SHIPMENTS F.O.B. POINT OF SHIPMENT. No freight allowance.

INVOICE DATE shall be same as date of shipment.

TERMS: Net last day of month following date of invoice. 2% cash discount if paid by the 10th of month following date of invoice.

No cash discount will be allowed on payments made by trade acceptance, notes, securities, postdated checks, etc.

Prices subject to change without notice.

For sizes not listed, use the price of next larger size.

SHIPMENTS are priced on the basis of the Column covering the List Value of each single shipment, except that shipments against filed Specific Job Contracts (Form No. 1) are to be priced in accordance with the contract.

COLORS: Sizes No. 20 A.W.G. to No. 6 A.W.G. inclusive, regularly furnished in the following colors: BLACK, WHITE, RED, BLUE, GREEN, YELLOW; colors other than those mentioned, quantity price plus 10%. Sizes larger than No. 6 A.W.G. regularly furnished in Black; colors Red or White available at quantity price plus 5%; all other colors, quantity price plus 10%.

FOR CONVENIENCE IN RETAILING: Wire in sizes No. 18 A.W.G. to No. 6 A.W.G. will be furnished in lengths and at additional charges per thousand feet as noted: 250' lengths - 10¢; 100' lengths - 25¢; 50' lengths - 40¢; 25' lengths - 60¢.

SPECIFIC BUILDING JOB CONTRACTS. When the requirements of wire and cable on a specific building job amount to not less than $2,000 LIST, the electrical contractor who has received a definite signed contract for the job, may be covered for the specified requirements for a period of six (6) months, in accordance with contract (Form No. 1) which will be provided.

Each shipment shall be treated as a separate contract. If the Buyer fails to fulfill the terms of payment herein provided, or if the Buyer's financial responsibility becomes unsatisfactory to the Seller, the Seller may, without prejudice to any other lawful remedy, defer further shipments, or, at its option, terminate its own further obligations with respect to any outstanding commitments.

REELS shall be paid for at the same time as the material, and may be returned freight collect to destination specified by Seller. When reels are returned in good condition not later than twelve (12) months from date of shipment, full credit will be allowed.

SAMPLE PRICE FILINGS

Illustrating

SECOND MAJOR CHANGE IN PRICE STRUCTURE

EFFECTIVE JULY 5, 1934

RWL-D-3

ANACONDA WIRE & CABLE COMPANY

General Offices: 25 Broadway, New York.
Chicago Office: 20 No. Wacker Drive.

DISCOUNT SHEET

WHOLESALERS

SERVICE DISCOUNTS

Electrical SAFECOTE Conductors

RUBBER - LEAD BUILDING WIRES
RUBBER - LEAD FIXTURE WIRES

Code Intermediate 30%

Applying to Sheet RWL-T-27 dated July 5, 1934

SHIPMENTS MADE BY MANUFACTURER

1. TO WHOLESALER'S WAREHOUSE STOCK
(priced in column applicable to quantity specified in each individual order)

Column "A"	Discount 17½%
Column "B"	Discount 17½%
Column "C"	Discount 12½%
Column "D"	Discount 7½%

*2. DIRECT TO CUSTOMER OF WHOLESALER
(priced in column applicable to quantity specified in each individual order) ..... Discount 5%

*3. DIRECT TO CUSTOMER OF WHOLESALER AND APPLYING TO SPECIFIC BUILDING JOB CONTRACT (FORM No. 1)
($200 LIST AND OVER, priced in column applicable to quantity specified in Contract; ..... Discount 5%

LESS THAN $200 LIST, priced in column applicable to quantity specified in each individual order) ..... Discount 5%

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 15th of month following date of invoice.

INVOICE DATE shall be same as date of shipment.

THESE PRICES EFFECTIVE JUL 5 1934 BY ... AGENCY

Cancelling RWL D-2 Section 11 Page 9 July 5, 1934 *Change in Discount

9822

RWL -T-27

July 5, 1934

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

PRICE SHEET

RUBBER — LEAD

Electrical SAFECOTE Conductors

BUILDING WIRES

CODE, INTERMEDIATE, 30%

600 Volts

Solid or Stranded, Single or Multiple Conductors

FIXTURE WIRES

CODE, INTERMEDIATE, 30%

300 Volts

Solid or Stranded

Canceling RWL-T-26, Section II Pages 1 to 8 May 1, 1934.

Electrical SAFECOTE Conductors

RUBBER AND LEAD CODE WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE A. W. G.	LIST PRICE	BROKEN PACKAGE A LESS THAN 500'	Standard Package Quantities-500' (Coils or Reels) B TO $199.99 LIST	C $200 to $4,999.99 LIST	D $5,000 LIST AND OVER	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WGT. PER M'
SOLID SINGLE CONDUCTOR			**Price Per 1000 Feet**						
18*	$28.28	$20.12	$15.85	$14.95	$14.14	2	2	.19	92
16*	30.84	21.94	17.28	16.30	15.42	2	2	.20	100
14	37.88	26.95	21.24	20.02	18.94	3	2	.25	135
12	44.46	31.63	24.92	23.50	22.23	3	2	.27	153
10	67.52	48.05	37.85	35.69	33.76	3	3	.32	200
8	92.16	65.57	51.66	48.71	46.08	4	3	.38	250
6	134.06	95.38	75.15	70.86	67.03	4	4	.47	330
4	158.16	112.54	88.67	83.60	79.08	4	4	.52	430
STRANDED SINGLE CONDUCTOR									
14	42.13	29.97	23.61	22.26	21.06	3	2	.25	135
12	49.70	35.37	27.87	26.27	24.85	3	2	.27	153
10	75.30	53.58	42.22	39.81	37.65	3	3	.32	200
8	101.58	72.28	56.95	53.69	50.79	4	3	.38	250
6	145.34	103.42	81.48	76.82	72.67	4	4	.47	330
4	171.90	122.31	96.36	90.86	85.95	4	4	.52	430
2	211.10	139.47	118.34	111.58	105.55	4	4	.58	770
1	263.56	174.14	147.76	139.31	131.78	5	4	.64	930
1/0	323.46	213.71	181.33	170.97	161.73	5	4	.68	1060
2/0	383.46	240.14	203.76	192.11	181.73	5	4	.73	1210
3/0	431.18	278.29	236.12	223.63	210.59	5	4	.78	1370
4/0	493.40	326.00	276.61	260.80	246.70	5	4	.84	1570
250,000	643.02	396.53	360.48	339.89	321.51	6	5	.95	2030
300,000	717.40	442.40	402.18	379.20	358.70	6	5	1.00	2270
350,000	793.52	489.33	444.85	419.43	396.76	6	5	1.06	2490
400,000	861.18	531.07	482.79	455.20	430.59	6	5	1.10	2720
500,000	1005.18	619.87	563.52	531.31	502.59	6	5	1.19	3160
600,000	1304.64	804.53	731.39	689.60	652.32	7	6	1.33	3980
700,000	1441.94	889.20	808.36	762.17	720.97	7	6	1.40	4420
750,000	1507.02	929.33	844.85	796.57	753.51	7	6	1.43	4620
800,000	1580.98	914.00	886.30	835.66	790.49	7	6	1.47	4850
900,000	1720.64	994.75	964.61	909.49	860.32	7	6	1.53	5265
1,000,000	1873.72	1083.25	1050.42	990.40	936.86	7	6	1.59	5690
1,250,000	2426.38	1402.75	1360.24	1282.51	1213.19	8	7	1.79	6890
1,500,000	2761.08	1596.25	1547.88	1459.43	1380.54	8	7	1.91	7875
1,750,000	3105.52	1795.38	1740.97	1641.49	1552.76	8	7	2.02	8890
2,000,000	3506.60	2027.25	1965.82	1853.49	1753.30	8	7	2.13	9850
SOLID TWIN									
18*	46.16	32.85	25.88	24.10	23.08	2	2	.19x.33	145
16*	50.60	36.00	28.36	26.74	25.30	2	2	.20x.35	165
14	62.44	44.43	35.01	33.01	31.22	3	2	.25x.44	225
12	93.28	66.37	52.29	49.30	46.64	3	3	.30x.51	360
10	110.61	78.72	62.02	58.48	55.32	3	3	.32x.55	410
8	155.22	110.45	87.02	82.05	77.61	4	3	.38x.66	540
6	221.62	159.83	125.93	118.73	112.31	4	4	.47x.81	852
4	278.12	197.89	155.92	147.01	139.06	4	4	.52x.91	1045

* For 300 Volt Service.

Electrical SAFE-COTE Conductors

RUBBER AND LEAD CODE WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE A. W. G.	LIST PRICE	Standard Package Quantities-500' (Coils or Reels) A BROKEN PACKAGE LESS THAN 500'	B TO $199.99 LIST	C $200 to $4,999.99 LIST	D $5,000 LIST AND OVER	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WGT. PER M'
STRANDED TWIN		Price Per 1000 Feet							
14	$70.66	$50.28	$39.61	$37.35	$35.33	3	2	.25x .44	225
12	103.78	73.85	58.18	54.86	51.89	3	3	.30x .51	360
10	126.20	89.80	70.75	66.71	63.10	3	3	.32x .55	410
8	174.04	123.83	97.56	91.99	87.02	4	3	.38x .66	540
6	247.22	175.91	138.59	130.67	123.61	4	4	.47x .81	852
4	305.56	217.42	171.30	161.51	152.78	4	4	.52x .91	1045
2	390.26	257.86	218.79	206.29	195.13	4	4	.58x1.03	1310
1	552.44	365.00	309.70	292.00	276.22	5	5	.67x1.19	1860
1/0	653.62	431.86	366.42	345.49	326.81	5	5	.72x1.27	2120
2/0	743.78	491.43	416.97	393.14	371.89	5	5	.76x1.36	2395
3/0	836.32	552.57	468.85	442.06	418.16	5	5	.81x1.47	2730
4/0	979.90	647.43	549.33	517.94	489.95	5	5	.87x1.58	3120
SOLID 3 CONDUCTOR									
18*	100.60	71.58	56.40	53.18	50.30	2	3	.41	315
16*	115.80	82.40	64.92	61.21	57.90	2	3	.44	345
14	160.48	114.18	89.96	84.82	80.24	3	4	.56	500
12	184.22	131.08	103.27	97.37	92.11	3	4	.60	680
10	214.70	152.77	120.36	113.49	107.35	3	4	.64	770
8	277.84	197.69	155.76	146.86	138.92	4	4	.77	960
6	369.12	262.65	206.93	195.11	184.56	4	5	.92	1470
4	485.28	345.29	272.05	256.50	242.64	4	5	1.03	1780
STRANDED 3 CONDUCTOR									
14	173.42	123.40	97.22	91.67	86.71	3	4	.56	500
12	200.76	142.85	112.55	106.11	100.38	3	4	.60	680
10	239.24	170.23	134.12	126.46	119.62	3	4	.64	770
8	307.48	218.78	172.38	162.53	153.74	4	4	.77	960
6	404.74	287.98	226.90	213.93	202.37	4	5	.92	1470
4	528.48	376.03	296.27	279.34	264.24	4	5	1.03	1780
2	671.82	443.89	376.63	355.11	335.91	4	5	1.16	2240
1	943.56	623.43	528.97	498.74	471.78	5	6	1.33	2980
1/0	1067.84	705.54	598.64	564.43	533.92	5	6	1.42	3340
2/0	1209.08	798.86	677.82	639.09	604.54	5	6	1.52	3830
3/0	1363.24	900.71	764.24	720.57	681.62	5	6	1.63	4370
4/0	1673.30	1105.57	938.06	884.46	836.65	5	7	1.79	5430
250,000	2065.08	1273.47	1157.70	1091.54	1032.54	6	7	1.96	6320
300,000	2349.84	1449.07	1317.33	1242.06	1174.92	6	7	2.08	7100
350,000	2609.08	1608.93	1462.67	1379.09	1304.54	6	7	2.19	7830
400,000	2965.84	1828.93	1662.67	1567.66	1482.92	6	8	2.32	9130
500,000	3433.94	2117.60	1925.09	1815.09	1716.97	6	8	2.50	10550

* For 300 Volt Service.

Electrical SAFE-COTE Conductors

RUBBER AND LEAD INTERMEDIATE WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE A. W. G.	LIST PRICE	BROKEN PACKAGE A LESS THAN 500'	Standard Package Quantities 500' (Coils or Reels) B TO $199.99 LIST	C $200 to $4,999.99 LIST	D $5,000 LIST AND OVER	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WGT. PER M'
SOLID SINGLE CONDUCTOR			**Price Per 1000 Feet**						
18*	$29.36	$20.89	$16.46	$15.52	$14.68	2	2	.19	92
16*	32.00	22.77	17.94	16.91	16.00	2	2	.20	100
14	39.64	28.20	22.22	20.95	19.82	3	2	.25	135
12	46.98	33.43	26.34	24.83	23.49	3	2	.27	153
10	70.38	50.15	39.52	37.26	35.24	3	3	.32	260
8	96.26	68.49	53.96	50.88	48.13	4	3	.38	320
6	138.66	98.66	77.73	73.29	69.33	4	4	.47	520
STRANDED SINGLE CONDUCTOR									
14	43.98	31.29	24.65	23.25	21.99	3	2	.25	135
12	52.44	37.31	29.39	27.71	26.22	3	2	.27	153
10	78.40	55.78	43.95	41.44	39.20	3	3	.32	260
8	105.76	75.25	59.28	55.90	52.88	4	3	.38	320
6	149.82	106.60	83.99	79.19	74.91	4	4	.47	520
4	176.86	125.85	99.15	93.49	88.43	4	4	.52	620
2	216.54	143.07	121.39	114.46	108.27	4	4	.58	770
1	270.56	178.76	151.67	143.01	135.28	5	4	.64	930
1/0	331.40	218.96	185.78	175.17	165.70	5	4	.68	1060
2/0	372.56	246.16	208.86	196.93	186.28	5	4	.73	1210
3/0	431.28	284.96	241.78	227.97	215.64	5	4	.78	1370
4/0	505.14	333.76	283.19	267.01	252.57	5	4	.84	1570
250,000	657.64	405.55	368.68	347.61	328.82	6	5	.95	2030
300,000	732.90	451.96	410.87	387.39	366.45	6	5	1.00	2270
350,000	810.62	499.88	454.11	428.17	405.31	6	5	1.06	2490
400,000	878.94	542.01	492.74	464.58	439.47	6	5	1.10	2720
500,000	1024.54	631.80	574.36	541.54	512.27	6	5	1.19	3160
600,000	1327.04	818.35	743.95	701.41	663.52	7	6	1.33	3980
700,000	1167.64	905.04	822.76	775.75	733.82	7	6	1.40	4420
750,000	1537.92	948.39	862.17	812.90	768.96	7	6	1.43	4620
800,000	1615.26	933.83	905.53	853.78	807.63	7	6	1.47	4850
900,000	1759.26	1017.08	986.25	929.90	879.63	7	6	1.53	5265
1,000,000	1915.12	1107.35	1073.79	1012.13	957.71	7	6	1.59	5690
1,250,000	2189.12	1139.20	1395.59	1315.84	1211.71	8	7	1.79	6890
1,500,000	2830.70	1636.50	1586.91	1496.23	1415.35	8	7	1.91	7875
1,750,000	3181.30	1839.19	1783.45	1681.51	1590.65	8	7	2.02	8890
2,000,000	3588.98	2074.88	2012.00	1897.03	1794.49	8	7	2.13	9850
SOLID TWIN									
18*	48.28	34.35	27.07	25.52	24.14	2	2	.19x.33	145
16*	53.18	37.85	29.82	28.11	26.59	2	2	.20x.35	165
14	66.10	47.03	37.05	34.94	33.05	3	2	.25x.44	225
12	98.20	69.88	55.05	51.91	49.10	3	3	.30x.51	360
10	116.58	82.95	65.36	61.62	58.29	3	3	.32x.55	410
8	163.11	116.29	91.62	86.39	81.72	4	3	.38x.66	540
6	235.88	166.12	131.12	123.62	116.91	4	4	.47x.81	852

* For 300 Volt Service.

Electrical SAFECOTE Conductors

RUBBER AND LEAD INTERMEDIATE WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE A. W. G.	LIST PRICE	BROKEN PACKAGE A LESS THAN 500'	Standard Package Quantities-500' (Coils or Reels) B TO $199.99 LIST	C $200 to $4,999.99 LIST	D $5,000 LIST AND OVER	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WGT. PER M'
STRANDED TWIN			**Price Per 1000 Feet**						
14	$74.40	$52.94	$41.71	$39.33	$37.20	3	2	.25x .44	225
12	108.72	77.35	60.95	57.46	54.36	3	3	.30x .51	360
10	132.42	94.22	74.23	69.99	66.21	3	3	.32x .55	410
8	182.70	130.00	102.42	96.57	91.35	4	3	.38x .66	540
6	256.66	182.63	143.89	135.67	128.33	4	4	.47x .81	862
4	315.10	224.20	176.64	166.55	157.55	4	4	.52x .91	1045
2	401.00	264.94	224.80	211.95	200.50	4	4	.58x1.03	1310
1	566.40	374.23	317.53	299.38	283.20	5	5	.67x1.19	1860
1/0	669.52	442.36	375.33	353.89	334.76	5	5	.72x1.27	2120
2/0	761.98	503.46	427.18	402.77	380.99	5	5	.76x1.36	2395
3/0	856.54	565.93	480.18	452.74	428.27	5	5	.81x1.47	2730
4/0	1003.40	662.96	562.51	530.37	501.70	5	5	.87x1.58	3120
SOLID 3 CONDUCTOR									
18*	103.98	73.98	58.29	54.96	51.99	2	3	.41	315
16*	119.88	85.29	67.20	63.36	59.94	2	3	.44	345
14	166.22	118.28	93.19	87.86	83.11	3	4	.56	500
12	191.98	136.60	107.62	101.47	95.99	3	4	.60	680
10	224.10	159.46	125.64	118.46	112.05	3	4	.64	770
8	290.76	206.89	163.01	153.69	145.38	4	4	.77	960
6	383.70	273.02	215.10	202.81	191.85	4	5	.92	1470
STRANDED 3 CONDUCTOR									
14	179.32	127.60	100.53	94.79	89.66	3	4	.66	500
12	208.52	148.37	116.90	110.22	104.26	3	4	.60	680
10	249.02	177.18	139.60	131.62	124.51	3	4	.64	770
8	321.12	228.49	180.02	169.74	160.56	4	4	.77	960
6	419.64	298.58	235.25	221.81	209.82	4	5	.92	1470
4	544.20	387.21	305.08	287.65	272.10	4	5	1.05	1780
2	688.72	455.04	386.10	364.03	344.36	4	5	1.16	2240
1	965.56	637.96	541.30	510.37	482.78	5	6	1.33	2980
1/0	1093.18	722.28	612.85	577.83	546.59	5	6	1.42	3340
2/0	1237.72	817.78	693.88	654.23	618.86	5	6	1.52	3830
3/0	1395.06	921.74	782.08	737.39	697.53	5	6	1.63	4370
4/0	1710.26	1130.00	958.79	904.00	855.13	5	7	1.79	5430
250,000	2111.10	1301.84	1183.49	1115.86	1055.55	6	7	1.96	6320
300,000	2398.72	1479.21	1344.74	1267.90	1199.36	6	7	2.08	7100
350,000	2662.90	1642.12	1492.84	1407.53	1331.45	6	7	2.19	7830
400,000	3021.80	1863.44	1691.04	1597.23	1510.90	6	8	2.32	9130
500,000	3194.96	2155.23	1959.30	1847.34	1747.48	6	8	2.50	10550

* For 300 Volt Service.

Electrical SAFECOTE Conductors

RUBBER AND LEAD 30 PERCENT WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE A. W. G.	LIST PRICE	BROKEN PACKAGE A LESS THAN 500'	Standard Package Quantities-500' (Coils or Reels) B TO $199.99 LIST	C $200 to $4,999.99 LIST	D $5,000 LIST AND OVER	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WGT. PER M'
SOLID SINGLE CONDUCTOR			**Price Per 1000 Feet**						
18*	$30.22	$21.51	$16.95	$15.98	$15.11	2	2	.19	92
16*	33.16	23.60	18.59	17.53	16.58	2	2	.20	100
14	41.18	29.31	23.09	21.77	20.59	3	2	.25	135
12	48.92	34.82	27.43	25.86	24.46	3	2	.27	153
10	72.92	51.89	40.88	38.55	36.46	3	3	.32	200
8	99.64	70.89	55.85	52.66	49.82	4	3	.38	320
6	142.42	101.34	79.84	75.28	71.21	4	4	.47	520
STRANDED SINGLE CONDUCTOR									
14	45.50	32.37	25.50	24.05	22.75	3	2	.25	135
12	54.18	38.55	30.38	28.64	27.09	3	2	.27	153
10	80.92	57.58	45.37	42.78	40.46	3	3	.32	200
8	109.48	77.89	61.37	57.86	54.74	4	3	.38	320
6	153.90	109.51	86.28	81.35	76.95	4	4	.47	520
4	180.98	128.77	101.45	95.66	90.49	4	4	.52	620
2	220.82	145.90	123.79	116.72	110.41	4	4	.58	770
1	276.28	182.54	154.88	146.03	138.14	5	4	.64	930
1/0	337.90	223.26	189.43	178.61	168.95	5	4	.68	1060
2/0	380.00	251.07	213.03	200.86	190.00	5	4	.73	1210
3/0	439.56	290.43	246.42	232.34	219.78	5	4	.78	1370
4/0	514.82	340.14	288.61	272.11	257.41	5	4	.84	1570
250,000	669.62	412.93	375.39	353.94	334.81	6	5	.95	2030
300,000	745.62	459.80	418.00	394.12	372.81	6	5	1.00	2270
350,000	824.64	508.53	462.30	435.89	412.32	6	5	1.06	2490
400,000	893.52	551.00	500.91	472.29	446.76	6	5	1.10	2720
500,000	1040.38	641.57	583.25	549.92	520.19	6	5	1.19	3160
600,000	1345.40	829.67	754.24	711.14	672.70	7	6	1.33	3980
700,000	1488.64	918.00	834.55	786.86	744.32	7	6	1.40	4420
750,000	1563.14	963.93	876.30	826.23	781.57	7	6	1.48	4620
800,000	1643.24	950.00	921.21	868.57	821.62	7	6	1.47	4850
900,000	1790.70	1035.25	1003.88	946.52	895.35	7	6	1.68	5265
1,000,000	1949.62	1127.13	1092.97	1030.52	974.81	7	6	1.59	5690
1,250,000	2540.86	1468.94	1424.42	1343.03	1270.43	8	7	1.79	6890
1,500,000	2887.56	1669.38	1618.79	1526.29	1443.78	8	7	1.91	7875
1,750,000	3243.34	1875.06	1818.24	1714.34	1621.67	8	7	2.02	8890
2,000,000	3656.44	2113.88	2049.82	1932.69	1828.22	8	7	2.13	9850
SOLID TWIN									
18*	49.86	35.48	27.95	26.35	24.93	2	2	.19x.33	145
16*	55.26	39.32	30.98	29.21	27.63	2	2	.20x.35	165
14	69.06	49.14	38.72	36.50	34.53	3	2	.25x.44	225
12	102.22	72.74	57.31	54.03	51.11	3	3	.30x.51	360
10	121.42	86.40	68.07	64.18	60.71	3	3	.32x.55	410
8	170.22	121.12	95.43	89.98	85.11	4	3	.38x.66	540
6	241.38	171.75	135.32	127.59	120.69	4	4	.47x.81	852

* For 300 Volt Service.

Electrical SAFECOTE Conductors

RUBBER AND LEAD 30 PERCENT WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE A. W. G.	LIST PRICE	BROKER PACKAGE A LESS THAN $200	Standard Package Quantities-500' (Coils or Reels) B TO $199.99 LIST	C $200 to $4,999.99 LIST	D $5,000 LIST AND OVER	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WGT. PER M'
STRANDED TWIN			**Price Per 1000 Feet**						
14	$77.44	$55.11	$43.42	$40.94	$38.72	3	2	.25x .44	225
12	112.76	80.23	63.21	59.60	56.38	3	3	.30x .51	360
10	137.44	97.80	77.05	72.65	68.72	3	3	.32x .55	410
8	189.82	135.06	106.41	100.33	94.91	4	3	.38x .66	540
6	264.36	188.11	148.21	139.74	132.18	4	4	.47x .81	852
4	323.66	230.29	181.44	171.07	161.83	4	4	.52x .91	1045
2	409.76	270.73	229.71	216.58	204.88	4	4	.58x1.03	1310
1	577.82	381.77	323.93	305.42	288.91	5	5	.67x1.19	1860
1/0	682.50	450.94	382.62	360.76	341.25	5	5	.72x1.27	2120
2/0	776.86	513.29	435.52	410.63	388.43	5	5	.76x1.36	2395
3/0	873.30	577.00	489.58	461.60	436.65	5	5	.81x1.47	2730
4/0	1022.70	675.71	573.33	540.57	511.35	5	5	.87x1.58	3120
SOLID 3 CONDUCTOR									
18*	106.42	75.72	59.66	56.25	53.21	2	3	.41	315
16*	123.18	87.65	69.05	65.11	61.59	2	3	.44	345
14	170.90	121.60	95.81	90.33	85.45	3	4	.56	500
12	198.30	141.09	111.16	104.81	99.15	3	4	.60	680
10	231.72	164.88	129.90	122.48	115.86	3	4	.64	770
8	301.44	214.49	168.99	159.34	150.72	4	4	.77	960
6	395.52	281.43	221.73	209.06	197.76	4	5	.92	1470
STRANDED 3 CONDUCTOR									
14	184.10	131.00	103.21	97.31	92.05	3	4	.56	500
12	214.86	152.88	120.45	113.57	107.43	3	4	.60	680
10	256.98	182.85	144.06	135.83	128.49	3	4	.64	770
8	332.32	236.46	186.30	175.66	166.16	4	4	.77	960
6	431.70	307.17	242.01	228.18	215.85	4	5	.92	1470
4	557.06	396.37	312.29	294.45	278.53	4	5	1.08	1780
2	703.36	464.71	394.30	371.77	351.68	4	5	1.16	2240
1	983.54	849.84	551.38	519.88	491.77	5	6	1.33	2980
1/0	1113.30	735.57	624.12	588.46	556.65	5	6	1.42	3340
2/0	1257.72	831.00	705.09	664.80	628.86	5	6	1.52	3830
3/0	1421.16	938.98	796.71	751.19	710.58	5	6	1.63	4370
4/0	1740.66	1150.08	975.83	920.07	870.33	5	7	1.79	5430
250,000	2148.88	1325.15	1204.68	1135.84	1074.44	6	7	1.96	6320
300,000	2438.78	1503.93	1367.20	1289.08	1219.39	6	7	2.08	7100
350,000	2707.04	1669.35	1517.59	1430.87	1353.52	6	7	2.19	7830
400,000	3067.72	1891.76	1719.78	1621.51	1533.86	6	8	2.32	9130
500,000	3542.92	2184.80	1986.18	1872.69	1771.46	6	8	2.50	10550

* For 300 Volt Service.

GENERAL INSTRUCTIONS

USE LIST PRICES TO DETERMINE VALUE OF ORDER OR INQUIRY.

Rubber-Braid and Rubber-Lead wires may be combined to arrive at list value to determine prices.

PRICES ARE F.O.B. DESTINATION any point in the United States, ports of entry Panama Canal, Puerto Rico, Hawaiian Islands and Alaska, on shipments of 100 lbs. or over, from manufacturer's factory or warehouse. Shipments of less than 100 lbs., F.O.B. point of shipment. No freight allowance.

EXPRESS OR PARCEL POST SHIPMENTS F.O.B. POINT OF SHIPMENT. No freight allowance.

INVOICE DATE shall be same as date of shipment.

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 10th of month following date of invoice.

No cash discount will be allowed on payments made by trade acceptances, notes, securities, postdated checks, etc.

Prices subject to change without notice.

For sizes not listed, use the price of next larger size.

SHIPMENTS are priced on the basis of the Column covering the List Value of each single shipment, except that shipments against filed Specific Job Contracts (Form No. 1) are to be priced in accordance with the contract.

SPECIFIC BUILDING JOB CONTRACTS. When the requirements of wire and cable on a specific building job amount to not less than $2,000 LIST, the electrical contractor who has received a definite signed contract for the job, may be covered for the specified requirements for a period of six (6) months, in accordance with contract (Form No. 1) which will be provided.

Each shipment shall be treated as a separate contract. If the Buyer fails to fulfill the terms of payment herein provided, or if the Buyer's financial responsibility becomes unsatisfactory to the Seller, the Seller may, without prejudice to any other lawful remedy, defer further shipments, or, at its option, terminate its own further obligations with respect to any outstanding commitments.

REELS shall be paid for (net, no cash discount) at the same time as the material, and may be returned freight collect to destination specified by Seller. When reels are returned in good condition not later than twelve (12) months from date of shipment, full credit will be allowed.

RW - D - 2

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

DISCOUNT SHEET

WHOLESALERS

SERVICE DISCOUNTS

Electrical SAFECOTE Conductors

RUBBER - BRAID BUILDING WIRES
RUBBER - BRAID FIXTURE WIRES

Code, Intermediate, 30%

Applying to Sheet RW-T-28 dated July 5, 1934

SHIPMENTS MADE BY MANUFACTURER

1. TO WHOLESALER'S WAREHOUSE STOCK
(priced in column applicable to quantity specified in each individual order)

Column "A"	Discount	17½%
Column "B"	Discount	17½%
Column "C"	Discount	12½%
Column "D"	Discount	7½%

2. DIRECT TO CUSTOMER OF WHOLESALER
(priced in column applicable to quantity specified in each individual order)

Columns "A" "B" & "C"	Discount	5%
Column "D"	Discount	2½%

3. DIRECT TO CUSTOMER OF WHOLESALER AND APPLYING TO SPECIFIC BUILDING JOB CONTRACT (FORM No. 1)
($200 LIST AND OVER, priced in column applicable to quantity specified in Contract;

Column "C"	Discount	5%
Column "D"	Discount	2½%

LESS THAN $200 LIST, priced in column applicable to quantity specified in each individual order) ..... Discount 5%

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 15th of month following date of invoice.

Canceling RW-D-1 Section 10 Page 5, May 1, 1934 — All discounts changed.

RWL -D-2

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

DISCOUNT SHEET

WHOLESALERS

SERVICE DISCOUNTS

Electrical SAFECOTE Conductors

RUBBER - LEAD BUILDING WIRES
RUBBER - LEAD FIXTURE WIRES

Code, Intermediate, 30%

Applying to Sheet RWL-T-27 dated July 5, 1934

SHIPMENTS MADE BY MANUFACTURER

1. TO WHOLESALER'S WAREHOUSE STOCK
(priced in column applicable to quantity specified in each individual order)

Column "A"	Discount	17½%
Column "B"	Discount	17½%
Column "C"	Discount	12½%
Column "D"	Discount	7½%

2. DIRECT TO CUSTOMER OF WHOLESALER
(priced in column applicable to quantity specified in each individual order)

Columns "A" "B" & "C"	Discount	5%
Column "D"	Discount	2½%

3. DIRECT TO CUSTOMER OF WHOLESALER AND APPLYING TO SPECIFIC BUILDING JOB CONTRACT (FORM No. 1)
($200 LIST AND OVER, priced in column applicable to quantity specified in Contract;

Column "C"	Discount	5%
Column "D"	Discount	2½%

LESS THAN $200 LIST, priced in column applicable to quantity specified in each individual order) Discount 5%

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 15th of month following date of invoice.

Canceling RWL-D-1 Section 11 Page 9, May 1, 1934 — **All discounts changed.**

ANACONDA
from mine to consumer

RW-D-3

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

DISCOUNT SHEET

WHOLESALERS

SERVICE DISCOUNTS

Group .....
Orig..... Suppl..... Rev
No. Copies ..... Short
Kardex .....

DATE ...

Electrical SAFECOTE Conductors

S. A. Eff. Date .....
Hold ..... Hold
Remarks
By
PUBLIC ...

RUBBER - BRAID BUILDING WIRES
RUBBER - BRAID FIXTURE WIRES

Code Intermediate 30%

Released 7/5

Applying to Sheet RW-T-28 dated July 5, 1931

SHIPMENTS MADE BY MANUFACTURER

1. TO WHOLESALER'S WAREHOUSE STOCK
(priced in column applicable to quantity specified in each individual order)

Column "A"	Discount 17½%
Column "B"	Discount 17½%
Column "C"	Discount 12½%
Column "D"	Discount 7½%

*2. DIRECT TO CUSTOMER OF WHOLESALER
(priced in column applicable to quantity specified in each individual order) ..... Discount 5%

*3. DIRECT TO CUSTOMER OF WHOLESALER AND APPLYING TO SPECIFIC BUILDING JOB CONTRACT (FORM No. 1)
($200 LIST AND OVER, priced in column applicable to quantity specified in Contract; ..... Discount 5%

LESS THAN $200 LIST, priced in column applicable to quantity specified in each individual order) ..... Discount 5%

THESE PRICES EFFECTIVE JUL 5 BY AUTHORITY SUPERVISORY AGENCY

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 15th of month following date of invoice.

INVOICE DATE shall be same as date of shipment.

Canceling RW-D-2 Section 10 Page 5 July 5, 1934

*Change in Discount

ANACONDA WIRE & CABLE COMPANY

ANACONDA

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

NRA

R W-T-28 | PRICE SHEET | July 5, 1934

SAFECOTE

CODE
RUBBER COVERED WIRES & CABLES
BUILDING WIRE 600 VOLT

SAFECOTE

SIZE A. W. G.	LIST PRICE	BROKEN PACKAGE A LESS THAN 500'	Standard Package Quantities—500' (Coils or Reels) B TO $199.99 LIST	C $200 to $4,999.99 LIST	D $5,000 LIST AND OVER	RUBBER WALL 64THS	APPROX. O. D. INCHES	APPROX. NET WGT. PER M'
SOLID SINGLE BRAID								
14	$11.90	$8.46	$6.67	$6.29	$5.95	3	.19	26
12	16.50	11.74	9.25	8.72	8.25	3	.21	35
10	22.56	16.05	12.64	11.92	11.28	3	.23	49
8	36.32	25.85	20.36	19.20	18.16	4	.28	80
*6	49.70	35.37	27.87	26.27	24.85	4	.32	115
SOLID DOUBLE BRAID								
14	15.70	11.17	8.80	8.30	7.85	3	.22	29
12	20.58	14.65	11.54	10.88	10.29	3	.24	38
10	26.62	18.94	14.92	14.07	13.31	3	.26	54
8	41.90	29.82	23.49	22.15	20.95	4	.32	85
6	56.50	40.20	31.67	29.86	28.25	4	.36	120
STRANDED SINGLE BRAID								
14	15.52	11.05	8.70	8.21	7.76	3	.19	26
12	20.26	14.42	11.36	10.71	10.13	3	.21	35
10	26.84	19.09	15.04	14.18	13.42	3	.23	49
8	41.24	29.34	23.12	21.79	20.62	4	.30	80
DUPLEX SOLID								
14	32.78	23.32	18.38	17.33	16.39	3	.41 x .22	62
12	41.84	29.77	23.45	22.11	20.92	3	.45 x .24	82
10	53.94	38.38	30.24	28.51	26.97	3	.49 x .26	114
8	84.56	60.17	47.41	44.70	42.28	4	.60 x .32	174
6	115.80	82.40	64.92	61.21	57.90	4	.68 x .36	285
DUPLEX STRANDED								
14	40.12	28.55	22.50	21.21	20.06	3	.43 x .23	64
12	49.52	35.23	27.76	26.17	24.76	3	.47 x .25	84
10	62.98	44.82	35.31	33.29	31.49	3	.52 x .27	124
8	95.40	67.88	53.48	50.42	47.70	4	.64 x .33	186
6	129.36	92.05	72.52	68.38	64.68	4	.72 x .38	295
STRANDED DOUBLE BRAID								
14	19.10	13.80	10.87	10.25	9.70	3	.23	30
12	24.32	17.31	13.64	12.86	12.16	3	.25	40
10	31.06	22.11	17.42	16.42	15.53	3	.27	56
8	47.46	33.77	26.61	25.09	23.73	4	.33	90
6	62.94	41.78	35.28	33.27	31.47	4	.38	126
4	83.02	59.08	46.55	43.89	41.51	4	.45	190
3	99.10	70.72	55.72	52.54	49.70	4	.48	230
2	114.02	75.33	63.92	60.26	57.01	4	.51	278
1	165.06	109.06	92.53	87.25	82.53	5	.59	364
1/0	193.84	128.07	108.67	102.46	96.92	5	.63	443
2/0	226.42	149.60	126.93	119.68	113.21	5	.67	540
3/0	266.38	176.00	149.33	140.80	133.19	5	.73	663
4/0	325.60	215.13	182.53	172.10	162.80	5	.78	814
250,000	403.14	218.60	226.00	213.09	201.57	6	.86	962
300,000	457.84	282.33	256.67	242.00	228.92	6	.92	1139
350,000	512.90	316.29	287.54	271.11	256.45	6	.97	1300
400,000	571.28	352.29	320.27	301.97	285.64	6	1.02	1473
500,000	701.62	432.67	393.33	370.86	350.81	6	1.10	1815
600,000	866.20	531.16	485.60	457.85	433.10	7	1.21	2177
700,000	998.68	615.85	559.87	527.88	499.31	7	1.28	2512
750,000	1063.38	655.75	596.13	562.07	531.69	7	1.32	2673
800,000	1116.18	645.29	625.73	589.98	558.09	7	1.35	2848
900,000	1252.22	723.91	702.00	661.89	626.11	7	1.41	3194
1,000,000	1386.36	801.19	777.20	732.79	693.18	7	1.47	3530
1,250,000	1717.88	1010.19	979.87	923.88	873.94	8	1.64	4400
1,500,000	2068.00	1195.56	1159.33	1093.09	1031.00	8	1.76	5240
1,750,000	2364.31	1366.89	1325.17	1219.73	1182.17	8	1.88	6060
2,000,000	2669.96	1543.58	1496.80	1411.27	1334.98	8	1.98	6890

See Page 4 for General Instructions; Fixture Wires and Colors. *Do not bear Underwriters' Labels.

Canceling RW-1-27, Section 10 Pages 1 to 4 May 1, 1931.

Electrical SAFECOTE Conductors

RUBBER COVERED INTERMEDIATE WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE A. W. G.	LIST PRICE'	BROKEN PACKAGE A LESS THAN 500'	Standard Package Quantities—500' (Coils or Reels) B TO $199.99 LIST	C $200 to $4,999.99 LIST	D $5,000 LIST AND OVER	RUBBER WALL 64THS	APPROX. O. D. INCHES	APPROX. NET WGT. PER M'
SOLID SINGLE BRAID								
14	$13.60	$9.68	$7.62	$7.19	$6.80	3	.19	26
12	18.64	13.26	10.45	9.85	9.32	3	.21	35
10	24.90	17.72	13.96	13.17	12.45	3	.23	49
8	40.46	28.78	22.68	21.38	20.23	4	.28	80
SOLID DOUBLE BRAID								
14	17.40	12.38	9.76	9.20	8.70	3	.22	29
12	22.62	16.09	12.68	11.96	11.31	3	.24	38
10	29.04	20.66	16.28	15.35	14.52	3	.26	54
8	45.92	32.68	25.75	24.28	22.96	4	.32	85
6	61.44	43.72	34.45	32.48	30.72	4	.36	120
STRANDED SINGLE BRAID								
14	17.26	12.28	9.67	9.12	8.63	3	.19	26
12	22.40	15.94	12.56	11.84	11.20	3	.21	35
10	29.40	20.92	16.48	15.54	14.70	3	.23	49
8	45.42	32.32	25.47	24.01	22.71	4	.30	80
DUPLEX SOLID								
14	36.16	25.72	20.27	19.11	18.08	3	.41 x .22	62
12	46.14	32.83	25.87	24.39	23.07	3	.45 x .24	82
10	58.88	41.89	33.01	31.12	29.44	3	.49 x .26	114
8	92.64	65.92	51.94	48.97	46.32	4	.60 x .32	174
6	125.64	89.40	70.44	66.41	62.82	4	.68 x .36	285
DUPLEX STRANDED								
14	43.50	30.95	24.39	22.99	21.75	3	.43 x .23	64
12	53.82	38.29	30.17	28.45	26.91	3	.47 x .25	84
10	67.92	48.32	38.07	35.90	33.96	3	.52 x .27	124
8	103.48	73.63	58.01	54.70	51.74	4	.64 x .33	186
6	139.20	99.05	78.04	73.58	69.60	4	.72 x .38	295
STRANDED DOUBLE BRAID								
14	21.12	15.03	11.84	11.17	10.56	3	.23	30
12	26.56	18.89	14.88	14.03	13.28	3	.25	40
10	33.68	23.97	18.88	17.81	16.84	3	.27	56
8	51.30	36.51	28.76	27.12	25.65	4	.33	90
6	68.02	48.40	38.13	35.96	34.01	4	.38	126
4	88.70	63.11	49.72	46.88	44.35	4	.45	190
2	120.24	79.44	67.41	63.55	60.12	4	.51	278
1	173.64	114.73	97.35	91.78	86.82	5	.59	364
1/0	203.56	134.50	114.12	107.60	101.78	5	.63	443
2/0	237.28	156.77	133.02	125.42	118.64	5	.67	540
3/0	278.78	184.20	156.29	147.36	139.39	5	.73	663
4/0	338.44	223.61	189.73	178.89	169.22	5	.78	814
250,000	420.06	259.04	235.49	222.03	210.03	6	.86	962
300,000	475.92	293.48	266.80	251.56	237.96	6	.92	1139
350,000	532.10	328.13	298.30	281.26	266.05	6	.97	1300
400,000	592.70	365.49	332.27	313.28	296.35	6	1.02	1473
500,000	723.76	446.32	405.75	382.56	361.88	6	1.10	1816
600,000	891.06	519.19	499.51	470.99	445.53	7	1.21	2177
700,000	1024.36	631.69	574.27	541.45	512.18	7	1.28	2512
750,000	1093.20	674.13	612.85	577.83	546.60	7	1.32	2673
800,000	1150.08	664.89	611.71	607.90	575.04	7	1.35	2848
900,000	1288.60	711.98	722.10	681.12	644.30	7	1.41	3194
1,000,000	1423.86	823.18	798.23	752.62	711.93	7	1.47	3530
1,250,000	1791.20	1037.28	1005.81	948.37	897.10	8	1.64	4400
1,500,000	2119.98	1225.61	1188.17	1120.56	1059.99	8	1.76	5240
1,750,000	2429.88	1404.78	1362.21	1284.37	1214.94	8	1.88	6060
2,000,000	2746.78	1587.99	1539.87	1451.88	1373.39	8	1.99	6890

Electrical SAFE COTE Conductors

RUBBER COVERED 30 PERCENT WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE A. W. G.	LIST PRICE	BROKEN PACKAGE A LESS THAN 500'	Standard Package Quantities—500' (Coils or Reels) B TO $199.99 LIST	C $200 to $4,999.99 LIST	D $5,000 LIST AND OVER	RUBBER WALL 64THS	APPROX. O. D. INCHES	APPROX. NET WGT. PER M'
SOLID SINGLE BRAID								
14	$14.90	$10.60	$8.35	$7.87	$7.45	3	.19	26
12	20.34	14.48	11.41	10.75	10.17	3	.21	35
10	27.04	19.25	15.16	14.30	13.52	3	.23	49
8	44.06	31.35	24.70	23.29	22.03	4	.28	80
SOLID DOUBLE BRAID								
14	18.74	13.34	10.51	9.91	9.37	3	.22	29
12	24.28	17.28	13.61	12.83	12.14	3	.24	38
10	31.30	22.28	17.55	16.55	15.65	3	.26	54
8	49.38	35.14	27.68	26.10	24.69	4	.32	85
6	65.54	46.63	36.74	34.64	32.77	4	.36	120
STRANDED SINGLE BRAID								
14	18.52	13.18	10.39	9.79	9.26	3	.19	26
12	24.06	17.12	13.49	12.72	12.03	3	.21	35
10	31.64	22.51	17.73	16.72	15.82	3	.23	49
8	49.04	34.89	27.49	25.92	24.52	4	.30	80
DUPLEX SOLID								
14	38.74	27.57	21.72	20.48	19.37	3	.41 x .22	62
12	49.52	35.23	27.76	26.17	24.76	3	.45 x .24	82
10	63.16	44.94	35.41	33.38	31.58	3	.49 x .26	114
8	99.66	70.91	55.87	52.67	49.83	4	.60 x .32	174
6	134.42	95.65	75.36	71.05	67.21	4	.68 x .36	285
DUPLEX STRANDED								
14	46.10	32.80	25.84	24.37	23.05	3	.43 x .23	64
12	57.22	40.71	32.07	30.24	28.61	3	.47 x .25	84
10	72.20	51.37	40.47	38.16	36.10	3	.52 x .27	124
8	110.50	78.63	61.95	58.41	55.25	4	.64 x .33	186
6	147.98	105.29	82.96	78.22	73.99	4	.72 x .38	295
STRANDED DOUBLE BRAID								
14	22.38	15.92	12.55	11.83	11.19	3	.23	30
12	28.26	20.11	15.84	14.91	14.13	3	.25	40
10	35.91	25.57	20.15	18.99	17.97	3	.27	56
8	51.80	38.98	30.72	28.96	27.40	4	.33	90
6	72.62	51.68	40.72	38.39	36.31	4	.38	126
4	93.78	66.72	52.57	49.57	46.89	4	.45	190
2	125.86	83.16	70.56	66.53	62.93	4	.51	278
1	181.32	119.80	101.65	95.81	90.66	5	.59	364
1/0	212.24	140.23	118.98	112.18	106.12	5	.63	443
2/0	247.82	163.74	138.93	130.99	123.91	5	.67	540
3/0	289.88	191.53	162.51	153.22	144.94	5	.73	663
4/0	350.22	231.40	196.33	185.12	175.11	5	.78	814
250,000	434.76	268.11	243.73	229.81	217.38	6	.86	962
300,000	491.74	303.24	275.67	259.92	245.87	6	.92	1139
350,000	549.06	338.59	307.81	290.22	274.53	6	.97	1300
400,000	611.00	376.79	342.53	322.96	305.50	6	1.02	1473
500,000	743.44	458.45	416.77	392.96	371.72	6	1.10	1815
600,000	915.41	564.52	513.20	483.87	457.72	7	1.21	2177
700,000	1050.06	617.53	588.67	555.03	525.03	7	1.28	2512
750,000	1119.86	690.59	627.81	591.93	559.93	7	1.32	2673
800,000	1178.24	681.18	660.53	622.79	589.12	7	1.35	2848
900,000	1316.41	761.06	738.00	695.83	658.22	7	1.41	3194
1,000,000	1452.72	839.85	811.10	767.86	726.36	7	1.47	3530
1,250,000	1829.22	1057.51	1025.17	966.87	914.61	8	1.64	4400
1,500,000	2157.90	1217.51	1209.73	1140.61	1078.95	8	1.76	5240
1,750,000	2479.94	1133.71	1390.27	1310.82	1239.97	8	1.88	6060
2,000,000	2806.96	1622.78	1573.60	1483.68	1403.48	8	1.98	6890

See Page 4 for General Instructions; Fixture Wires and Colors.

RUBBER COVERED FIXTURE WIRES 300 VOLT

SIZE A. W. G.	RUB. INS.	LIST PRICE	BROKEN PACKAGE A LESS THAN 500'	Standard Package Quantities—500' (Coils or Reels) B TO $199.99 LIST	C $200 to $4,999.99 LIST	D $5,000 LIST AND OVER	APPROX. O. D. INCHES	APPROX. NET WGT PER M'
SOLID				CODE GRADE				
20*	1/64"	$6.40	$4.55	$3.59	$3.38	$3.20	.09	6
20*	1/32	7.36	5.23	4.12	3.89	3.68	.12	10
18	1/64	8.00	5.69	4.48	4.23	4.00	.11	9
18	1/32	9.06	6.45	5.08	4.79	4.53	.13	12
16*	1/64	8.58	6.11	4.81	4.54	4.29	.12	12
16	1/32	10.08	7.17	5.65	5.33	5.04	.14	16
STRANDED				CODE GRADE				
20*	1/64	7.46	5.31	4.18	3.94	3.73	.09	6
20*	1/32	8.48	6.03	4.75	4.48	4.24	.12	10
18	1/64	9.36	6.66	5.25	4.95	4.68	.11	9
18	1/32	10.40	7.40	5.83	5.50	5.20	.13	12
16*	1/64	10.18	7.25	5.71	5.38	5.09	.12	12
16	1/32	11.64	8.28	6.52	6.15	5.82	.14	16
SOLID				INTERMEDIATE GRADE				
18	1/64	8.72	6.20	4.88	4.61	4.36	.11	9
18	1/32	9.88	7.03	5.54	5.22	4.94	.13	12
16	1/32	11.04	7.86	6.19	5.84	5.52	.14	16
SOLID				30% GRADE				
18	1/64	9.28	6.60	5.20	4.90	4.64	.11	9
18	1/32	10.56	7.51	5.92	5.58	5.28	.13	12
16	1/32	11.80	8.40	6.62	6.24	5.90	.14	16

*Do not bear Underwriters' Labels

GENERAL INSTRUCTIONS

USE LIST PRICES TO DETERMINE VALUE OF ORDER OR INQUIRY.

Rubber-Braid and Rubber-Lead wires may be combined to arrive at list value to determine prices.

PRICES ARE F.O.B. DESTINATION any point in the United States, ports of entry Panama Canal, Puerto Rico, Hawaiian Islands, and Alaska, on shipments of 100 lbs. or over, from manufacturer's factory or warehouse. Shipments of less than 100 lbs., F.O.B. point shipment. No freight allowance.

EXPRESS OR PARCEL POST SHIPMENTS F.O.B. POINT OF SHIPMENT. No freight allowance.

INVOICE DATE shall be same as date of shipment.

TERMS: Net last day of month following date of invoice. 2% cash discount if paid by the 10th of month following date of invoice.

No cash discount will be allowed on payments made by trade acceptances, notes, securities, postdated checks, etc.

Prices subject to change without notice.

For sizes not listed, use the price of next larger size.

SHIPMENTS are priced on the basis of the Column covering the List Value of each single shipment, except that shipments against filed Specific Job Contracts (Form No. 1) are to be priced in accordance with the contract.

COLORS: Sizes No. 20 A.W.G. to No. 6 A.W.G. inclusive, regularly furnished in the following colors: BLACK, WHITE, RED, BLUE, GREEN, YELLOW; colors other than those mentioned, quantity price plus 10%. Sizes larger than No. 6 A.W.G. regularly furnished in Black; colors Red or White available at quantity price plus 5%; all other colors, quantity price plus 10%.

FOR CONVENIENCE IN RETAILING: Wire in sizes No. 18 A.W.G. to No. 6 A.W.G. will be furnished in lengths and at additional charges per thousand feet as noted: 250' lengths - 10¢; 100' lengths - 25¢; 50' lengths - 40¢; 25' lengths - 60¢.

SPECIFIC BUILDING JOB CONTRACTS. When the requirements of wire and cable on a specific building job amount to not less than $2,000 LIST, the electrical contractor who has received a definite signed contract for the job, may be covered for the specified requirements for a period of six (6) months, in accordance with contract (Form No. 1) which will be provided.

Each shipment shall be treated as a separate contract. If the Buyer fails to fulfill the terms of payment herein provided, or if the Buyer's financial responsibility becomes unsatisfactory to the Seller, the Seller may, without prejudice to any other lawful remedy, defer further shipments, or, at its option, terminate its own further obligations with respect to any outstanding commitments.

REELS shall be paid for (net, no cash discount) at the same time as the material, and may be returned freight collect to destination specified by Seller. When reels are returned in good condition not later than twelve (12) months from date of shipment, full credit will be allowed.

SAMPLE PRICE FILINGS

Illustrating

ORIGINAL PRICE STRUCTURE

EFFECTIVE FOR RUBBER-BRAID MARCH 27, 1935

EFFECTIVE FOR RUBBER-LEAD APRIL 1, 1935

NRA CODE

ANACONDA
from mine to consumer

RW-D-5

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

DISCOUNT SHEET

THESE PRICES EFFECTIVE BY AUTHORITY SUPERVISORY AGENCY

WHOLESALERS
SERVICE DISCOUNTS

Electrical SAFECOTE Conductors

FLAME RETARDING MOISTURE RESISTING

RUBBER-BRAID BUILDING WIRES
RUBBER-BRAID FIXTURE WIRES
Code, Intermediate, 30%

Applying to Sheet RW-T-29 dated March 11, 1935.

SHIPMENTS MADE BY MANUFACTURER

1. TO WHOLESALER'S WAREHOUSE STOCK

#14 Solid Single Braid Code Wire Full Coils) ..... $5.50 M' Feet Net

(All other sizes priced in column applicable to each individual order) quantity specified in

COLUMN "A"	DISCOUNT 20%
COLUMN "B"	DISCOUNT 20%
COLUMN "C"	DISCOUNT 17½%
COLUMN "D"	DISCOUNT 12½%
COLUMN "E"	DISCOUNT 7½%

2. DIRECT TO CUSTOMER OF WHOLESALER

(priced in column applicable to quantity specified in each individual order) ..... DISCOUNT 5%

3. DIRECT TO CUSTOMER OF WHOLESALER AND APPLYING TO SPECIFIC BUILDING JOB CONTRACT (FORM No. 1)

(priced in column applicable to quantity specified in Contract) ..... DISCOUNT 5%

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 15th of month following date of invoice.

Canceling RW-D-4, Section 10, Page 5, March 11, 1935.

9822

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

RW-T-29 PRICE SHEET March 11, 1935

CODE

RUBBER COVERED WIRES & CABLES
BUILDING WIRE—600 VOLT

SIZE	LIST PRICE BROKEN COILS OR REELS A (under 500' to $150 List)	FULL COILS OR REELS assorted as to sizes and colors B 500' to 2,500'	C 2,500' & over to $150 List	ORDERS OF TOTAL LIST VALUE D $150 to $4,000 List	E $4,000 List and over	RUBBER WALL 64THS	APPROX. O. D. INCHES	APPROX. NET WT. PER M'
SOLID SINGLE BRAID — Prices per 1,000 Feet								
14	$7.50	$6.67	$6.50	$6.29	$5.95	3	.19	26
12	11.50	9.54	9.25	8.72	8.25	3	.21	35
10	16.00	13.04	12.64	11.92	11.28	3	.23	49
8	26.00	21.00	20.36	19.20	18.16	4	.28	80
*6	35.00	28.74	27.87	26.27	24.85	4	.32	115
SOLID DOUBLE BRAID								
14	11.00	9.08	8.80	8.30	7.85	3	.22	29
12	15.00	11.90	11.54	10.88	10.29	3	.24	38
10	19.00	15.39	14.92	14.07	13.31	3	.26	54
8	30.00	24.23	23.49	22.15	20.95	4	.32	85
6	40.00	32.66	31.67	29.86	28.25	4	.36	120
STRANDED SINGLE BRAID								
14	11.00	8.98	8.70	8.21	7.76	3	.19	26
12	14.00	11.71	11.36	10.71	10.13	3	.21	35
10	19.00	15.51	15.04	14.18	13.42	3	.23	49
8	29.00	23.84	23.12	21.79	20.62	4	.30	80
DUPLEX SOLID								
14	23.00	18.95	18.38	17.33	16.39	3	.41 x .22	62
12	30.00	24.19	23.45	22.11	20.92	3	.45 x .24	82
10	38.00	31.19	30.24	28.51	26.97	3	.49 x .26	114
8	60.00	48.89	47.41	44.70	42.28	4	.60 x .32	174
6	82.00	66.95	64.92	61.21	57.90	4	.68 x .36	285
DUPLEX STRANDED								
14	28.00	23.20	22.50	21.21	20.06	3	.43 x .23	64
12	35.00	28.63	27.76	26.17	24.76	3	.47 x .25	84
10	45.00	36.41	35.31	33.29	31.49	3	.52 x .27	124
8	68.00	55.15	53.48	50.42	47.70	4	.64 x .33	186
6	92.00	74.79	72.52	68.38	64.68	4	.72 x .38	295
STRANDED DOUBLE BRAID								
14	14.00	11.21	10.87	10.25	9.70	3	.23	30
12	17.00	14.06	13.64	12.86	12.16	3	.25	40
10	22.00	17.96	17.42	16.42	15.53	3	.27	56
8	34.00	27.44	26.61	25.09	23.73	4	.33	90
6	45.00	36.39	35.28	33.27	31.47	4	.38	126
4	59.00	48.00	46.55	43.89	41.51	4	.45	190
3	71.00	57.46	55.72	52.54	49.70	4	.48	230
2	81.00	65.91	63.92	60.26	57.01	4	.51	278
1	117.00	95.43	92.53	87.25	82.53	5	.59	364
1/0	138.00	112.06	108.67	102.46	96.92	5	.63	443
2/0	161.00	130.90	126.93	119.68	113.21	5	.67	540
3/0	189.00	154.00	149.33	140.80	133.19	5	.73	663
4/0	232.00	188.24	182.53	172.10	162.80	5	.78	814
250,000	287.00			213.09	201.57	6	.86	962
300,000	326.00			242.00	228.92	6	.92	1139
350,000	365.00			271.11	256.45	6	.97	1300
400,000	406.00	FULL REELS		301.97	285.64	6	1.02	1473
500,000	499.00			370.86	350.81	6	1.10	1815
600,000	616.00	CIRCULAR MIL		457.85	433.10	7	1.21	2177
700,000	710.00			527.88	499.34	7	1.28	2512
750,000	757.00	SIZES		562.07	531.69	7	1.32	2673
800,000	794.00			589.98	558.09	7	1.35	2848
900,000	891.00	PRICED IN		661.89	626.11	7	1.41	3194
1,000,000	986.00			732.79	693.18	7	1.47	3530
1,250,000	1243.00	COLUMN D		923.88	873.94	8	1.64	4400
1,500,000	1471.00			1093.09	1034.00	8	1.76	5240
1,750,000	1682.00			1249.73	1182.17	8	1.88	6060
2,000,000	1900.00			1411.27	1334.98	8	1.98	6890

Page 4 for General Instructions; Fixture Wires & Colors. *Do not bear Underwriters' Labels.

Canceling RW-T-28, Section 10 Pages 1 to 4 July 5, 1934

Electrical SAFECOTE Conductors

RUBBER COVERED INTERMEDIATE WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE	LIST PRICE BROKEN COILS OR REELS A (under 500' to $150 List)	FULL COILS OR REELS assorted as to sizes and colors B 500' to 2,500'	C 2,500' & over to $150 List	ORDERS OF TOTAL LIST VALUE D $150 to $4,000 List	E $4,000 List and over	RUBBER WALL 64THS	APPROX. O. D. INCHES	APPROX. NET WT. PER M'
SOLID SINGLE BRAID								
14	$10.00	$7.86	$7.62	$7.19	$6.80	3	.19	26
12	13.00	10.78	10.45	9.85	9.33	3	.21	36
10	18.00	14.40	13.96	13.17	12.45	3	.23	49
8	29.00	23.39	22.68	21.38	20.23	4	.28	80
SOLID DOUBLE BRAID								
14	12.00	10.06	9.76	9.20	8.70	3	.22	29
12	16.00	13.08	12.68	11.96	11.31	3	.24	38
10	21.00	16.79	16.28	15.35	14.52	3	.26	54
8	33.00	26.55	25.75	24.28	22.96	4	.32	85
6	44.00	35.53	34.45	32.48	30.73	4	.36	120
STRANDED SINGLE BRAID								
14	12.00	9.98	9.67	9.12	8.63	3	.19	26
12	16.00	12.95	12.56	11.84	11.20	3	.21	35
10	21.00	17.00	16.48	15.54	14.70	3	.23	49
8	32.00	26.26	25.47	24.01	22.71	4	.30	80
DUPLEX SOLID								
14	26.00	20.90	20.27	19.11	18.08	3	.41 x .22	62
12	33.00	26.68	25.87	24.39	23.07	3	.45 x .24	82
10	42.00	34.04	33.01	31.12	29.44	3	.49 x .26	114
8	66.00	53.56	51.94	48.97	46.32	4	.60 x .32	174
6	89.00	72.64	70.44	66.41	62.82	4	.68 x .36	285
DUPLEX STRANDED								
14	31.00	25.15	24.39	22.99	21.75	3	.43 x .23	64
12	38.00	31.11	30.17	28.45	26.91	3	.47 x .25	84
10	48.00	39.26	38.07	35.90	33.96	3	.52 x .27	124
8	74.00	59.83	58.01	54.70	51.74	4	.64 x .33	186
6	99.00	80.48	78.04	73.58	69.60	4	.72 x .38	295
STRANDED DOUBLE BRAID								
14	15.00	12.21	11.84	11.17	10.56	3	.23	30
12	19.00	15.35	14.88	14.03	13.28	3	.25	40
10	24.00	19.48	18.88	17.81	16.84	3	.27	56
8	37.00	29.66	28.76	27.12	25.65	4	.33	90
6	48.00	39.33	38.13	35.96	34.01	4	.38	126
4	63.00	51.28	49.72	46.88	44.35	4	.45	190
2	86.00	69.51	67.41	63.55	60.12	4	.51	278
1	124.00	100.39	97.35	91.78	86.82	5	.59	364
1/0	146.00	117.69	114.12	107.60	101.78	5	.63	443
2/0	169.00	137.18	133.02	125.42	118.64	5	.67	540
3/0	198.00	161.18	156.29	147.36	139.39	5	.73	663
4/0	241.00	195.66	189.73	178.89	169.22	5	.78	814
250,000	299.00			222.03	210.03	6	.86	962
300,000	338.00			251.56	237.96	6	.92	1139
350,000	378.00			281.26	266.05	6	.97	1300
400,000	422.00	FULL REELS		313.28	296.35	6	1.02	1473
500,000	515.00			382.56	361.88	6	1.10	1815
600,000	634.00	CIRCULAR MIL		470.99	445.53	7	1.21	2177
700,000	729.00			541.45	512.18	7	1.28	2512
750,000	777.00	SIZES		577.83	546.60	7	1.32	2673
800,000	818.00			607.90	575.04	7	1.35	2848
900,000	917.00	PRICED IN		681.12	644.30	7	1.41	3194
1,000,000	1013.00			752.62	711.93	7	1.47	3530
1,250,000	1277.00	COLUMN D		948.37	897.10	8	1.64	4400
1,500,000	1508.00			1120.56	1059.99	8	1.76	5240
1,750,000	1729.00			1284.37	1214.94	8	1.88	6060
2,000,000	1954.00			1451.88	1373.39	8	1.99	6890

Electrical SAFECOTE Conductors

RUBBER COVERED 30 PERCENT WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE	LIST PRICE BROKEN COILS OR REELS A (under 500' to $150 List)	FULL COILS OR REELS assorted as to sizes and colors B 500' to 2,000'	FULL COILS OR REELS assorted as to sizes and colors C 2,000' & over to $150 List	BROKEN OR TOTAL LIST VALUE D $150 to $4,000 List	BROKEN OR TOTAL LIST VALUE E $4,000 List and over	RUBBER WALL 64THS	APPROX. O. D. INCHES	APPROX. NET WT. PER M'
SOLID SINGLE BRAID								
14	$11.00	$8.61	$8.35	$7.87	$7.45	3	.19	26
12	15.00	11.76	11.41	10.75	10.17	3	.21	35
10	19.00	15.64	15.16	14.30	13.52	3	.23	49
8	31.00	25.48	24.70	23.29	22.03	4	.28	80
SOLID DOUBLE BRAID								
14	13.00	10.84	10.51	9.91	9.37	3	.23	29
12	17.00	14.04	13.61	12.83	12.14	3	.24	38
10	22.00	18.10	17.55	16.55	15.65	3	.26	54
8	35.00	28.55	27.68	26.10	24.69	4	.32	85
6	47.00	37.89	36.74	34.64	32.77	4	.36	120
STRANDED SINGLE BRAID								
14	13.00	10.71	10.39	9.79	9.26	3	.19	26
12	17.00	13.91	13.49	12.72	12.03	3	.21	35
10	23.00	18.29	17.73	16.72	15.82	3	.23	49
8	35.00	28.35	27.49	25.92	24.53	4	.30	80
DUPLEX SOLID								
14	28.00	22.40	21.72	20.48	19.37	3	.41 x .22	62
12	35.00	28.62	27.76	26.17	24.76	3	.45 x .24	82
10	45.00	36.51	35.41	33.38	31.58	3	.49 x .26	114
8	71.00	57.61	55.87	52.67	49.83	4	.60 x .32	174
6	96.00	77.71	75.36	71.05	67.21	4	.68 x .36	285
DUPLEX STRANDED								
14	33.00	26.65	25.84	24.37	23.05	3	.43 x .23	64
12	41.00	33.08	32.07	30.24	28.61	3	.47 x .25	84
10	51.00	41.74	40.47	38.16	36.10	3	.52 x .27	124
8	79.00	63.89	61.95	58.41	55.25	4	.64 x .32	186
6	105.00	85.55	82.96	78.22	73.99	4	.72 x .38	295
STRANDED DOUBLE BRAID								
14	16.00	12.94	12.55	11.83	11.19	3	.23	30
12	20.00	16.34	15.84	14.94	14.13	3	.25	40
10	26.00	20.78	20.15	18.99	17.97	3	.27	56
8	39.00	31.68	30.72	28.96	27.40	4	.33	90
6	52.00	41.99	40.72	38.39	36.31	4	.38	136
4	67.00	54.21	52.57	49.57	46.89	4	.45	190
2	90.00	72.76	70.56	66.53	62.92	4	.51	278
1	129.00	104.83	101.65	95.84	90.66	5	.59	384
1/0	151.00	122.70	118.98	112.18	106.12	5	.63	443
2/0	176.00	143.27	138.93	130.99	123.91	5	.67	540
3/0	206.00	167.59	162.51	153.22	144.94	5	.73	663
4/0	249.00	202.48	196.33	185.12	175.11	5	.78	814
250,000	309.00			229.81	217.38	6	.86	962
300,000	350.00			259.92	245.87	6	.92	1139
350,000	391.00			290.22	274.53	6	.97	1300
400,000	435.00	FULL REELS		322.96	305.50	6	1.02	1473
500,000	529.00			392.96	371.72	6	1.10	1815
600,000	651.00	CIRCULAR MIL		483.87	457.72	7	1.21	2177
700,000	747.00			555.03	525.03	7	1.28	2512
750,000	797.00	SIZES		591.93	559.93	7	1.32	2673
800,000	838.00			622.79	589.12	7	1.35	2848
900,000	937.00	PRICED IN		695.83	658.22	7	1.41	3194
1,000,000	1034.00			767.86	726.36	7	1.47	3530
1,250,000	1302.00	COLUMN D		966.87	914.61	8	1.64	4400
1,500,000	1535.00			1140.61	1078.95	8	1.76	5240
1,750,000	1765.00			1310.82	1239.97	8	1.88	6060
2,000,000	1997.00			1483.68	1403.48	8	1.98	6890

RUBBER COVERED FIXTURE WIRES — 300 VOLTS

SIZE	RUB. INS.	LIST PRICE BROKEN COILS OR REELS A (under 500' to $150 List)	FULL COILS OR REELS assorted as to sizes and colors B (500' to 2,500'	C (2,500' & over to $150 List	ORDERS OF TOTAL LIST VALUE D ($150 to $4,000 List	E ($4,000 List and over	APPROX. O. D. INCHES	APPROX. NET WT. PER M'
SOLID			**CODE GRADE**					
20*	1/64"	$4.60	$3.70	$3.59	$3.38	$3.20	.09	6
20*	1/32	5.20	4.25	4.12	3.89	3.68	.12	10
18	1/64	5.70	4.63	4.48	4.23	4.00	.11	9
18	1/32	6.50	5.24	5.08	4.79	4.53	.13	12
16*	1/64	6.10	4.96	4.81	4.54	4.29	.12	12
16	1/32	7.20	5.83	5.65	5.33	5.04	.14	16
STRANDED			**CODE GRADE**					
20*	1/64	5.30	4.31	4.18	3.94	3.73	.09	6
20*	1/32	6.00	4.90	4.75	4.48	4.24	.12	10
18	1/64	6.70	5.41	5.25	4.95	4.68	.11	9
18	1/32	7.40	6.01	5.83	5.50	5.20	.13	12
16*	1/64	7.30	5.89	5.71	5.38	5.09	.12	12
16	1/32	8.30	6.73	6.53	6.16	5.82	.14	16
SOLID			**INTERMEDIATE GRADE**					
18	1/64	6.20	5.04	4.88	4.61	4.36	.11	9
18	1/32	7.00	5.71	5.54	5.22	4.94	.13	12
16	1/32	7.90	6.39	6.19	5.84	5.52	.14	16
SOLID			**30% GRADE**					
18	1/64	6.60	5.36	5.20	4.90	4.64	.11	9
18	1/32	7.50	6.10	5.92	5.58	5.28	.13	12
16	1/32	8.40	6.83	6.62	6.24	5.90	.14	16

*Do not bear Underwriters' Labels.

GENERAL INSTRUCTIONS

USE QUANTITY OR LIST PRICES TO DETERMINE VALUE OF ORDER OR INQUIRY.

Rubber-Braid and Rubber-Lead wires may be combined to arrive at list value to determine prices.

PRICES ARE F.O.B. DESTINATION any point in the United States, ports of entry Panama Canal, Hawaiian Islands, and Alaska, on shipments of 100 lbs. or over, from manufacturer's factory or warehouse. Shipments of less than 100 lbs., F.O.B. point shipment. No freight allowance.

EXPRESS OR PARCEL POST SHIPMENTS F.O.B. POINT OF SHIPMENT. No freight allowance.

INVOICE DATE shall be same as date of shipment.

TERMS: Net last day of month following date of invoice. 2% cash discount if paid by the 10th of month following date of invoice.

No cash discount will be allowed on payments made by trade acceptances, notes, securities, postdated checks, etc.

Prices subject to change without notice.

For sizes not listed, use the price of next larger size.

SHIPMENTS are priced on the basis of the Column covering the Quantity or List Value of each single shipment, except that shipments against filed Specific Job Contracts (Form No. 1) are to be priced in accordance with the contract.

COLORS: Sizes No. 20 A.W.G. to No. 6 A.W.G. inclusive, regularly furnished in the following colors: BLACK, WHITE, RED, BLUE, GREEN, YELLOW; colors other than those mentioned, quantity price plus 5%. Sizes larger than No. 6 A.W.G. regularly furnished in Black, Red and White. All other colors, quantity price plus 5%.

FOR CONVENIENCE IN RETAILING: Wire in sizes No. 18 A.W.G. to No. 6 A.W.G. will be furnished in lengths and at additional charges per thousand feet as noted: 250' lengths - 10¢; 100' lengths - 25¢; 50' lengths - 40¢; 25' lengths - 60¢.

SPECIFIC BUILDING JOB CONTRACTS. When the requirements of wire and cable on a specific building job amount to not less than $1,000 LIST, THE ELECTRICAL CONTRACTOR WHO HAS RECEIVED A DEFINITE SIGNED CONTRACT FOR THE JOB, may be covered for the specified requirements for a period of six (6) months, in accordance with contract (Form No. 1) which will be provided.

Each shipment shall be treated as a separate contract. If the Buyer fails to fulfill the terms of payment herein provided, or if the Buyer's financial responsibility becomes unsatisfactory to the Seller, the Seller may, without prejudice to any other lawful remedy, defer further shipments, or, at its option, terminate its own further obligations with respect to any outstanding commitments.

REELS shall be paid for (net, no cash discount) at the same time as the material, and may be returned freight collect to destination specified by Seller. When reels are returned in good condition not later than twelve (12) months from date of shipment, full credit will be allowed.

17018

RWL-T-28

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

PRICE SHEET

Effective
April 1, 1935

RUBBER — LEAD

Electrical SAFECOTE Conductors

THESE PRICES EFFECTIVE BY AUTHORITY SUPERVISORY AGENCY
APR 1 1935

BUILDING WIRES

CODE, INTERMEDIATE, 30%

600 Volts

Solid or Stranded, Single or Multiple Conductors

FIXTURE WIRES

Rubber Covered Fixture

CODE, INTERMEDIATE, 30%

300 Volts

Solid or Stranded

Group .....
Cats. ..... Suppl. ..... Rev. .....
No. Copies 46 ..... Short .....
Kardex ..... 3-27-35 ...

DATE MAR 27 1935 RECD

S. A. Eff. Date 4/1/35
Hold .....
Remarks .....
By .....
PUBLISHED PRICE LIST DEPT.

Electrical SAFECOTE Conductors

RUBBER AND LEAD CODE WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE	LIST PRICE BROKEN COILS OR REELS A (under 500' to $150 List)	FULL COILS OR REELS assorted as to sizes and colors B 500' to 2,500'	C 2,500' & over to $150 List	ORDERS OF TOTAL LIST VALUE D $150 to $4,000 List	E $4,000 List and over	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WT. PER M'
SOLID SINGLE CONDUCTOR									
18*	$20.60	$16.77	$16.26	$15.33	$14.50	2	2	.19	92
16*	22.50	18.29	17.72	16.72	15.82	2	2	.20	100
14	27.60	22.46	21.78	20.53	19.43	3	2	.25	135
12	32.40	26.36	25.56	24.10	22.80	3	2	.27	153
10	49.30	40.04	38.82	36.61	34.63	3	3	.32	260
8	67.30	54.65	52.98	49.96	47.26	4	3	.38	320
6	97.30	79.49	77.08	72.68	68.75	4	4	.47	520
4	115.40	93.78	90.94	85.74	81.11	4	4	.52	620
STRANDED SINGLE CONDUCTOR									
14	30.70	24.97	24.22	22.83	21.60	3	2	.25	135
12	36.30	29.48	28.58	26.94	25.49	3	2	.27	153
10	55.00	44.66	43.30	40.83	38.62	3	3	.32	260
8	74.00	60.24	58.41	55.07	52.09	4	3	.38	320
6	106.00	86.18	83.57	78.79	74.53	4	4	.47	520
4	125.50	101.93	98.83	93.19	88.15	4	4	.52	620
2	154.00	125.17	121.37	114.44	108.26	4	4	.58	770
1	192.00	156.29	151.55	142.88	135.16	5	4	.64	930
1/0	236.00	191.79	185.98	175.35	165.88	5	4	.68	1060
2/0	265.00	215.52	208.98	197.04	186.39	5	4	.73	1210
3/0	307.00			228.34	215.99	5	4	.78	1370
4/0	360.00			267.49	253.03	5	4	.84	1570
250,000	469.00			348.61	329.75	6	5	.95	2030
300,000	524.00		PRICE IN	388.92	367.90	6	5	1.00	2270
350,000	579.00			430.18	406.93	6	5	1.06	2490
400,000	628.00		COLUMN	466.87	441.63	6	5	1.10	2720
500,000	734.00			544.93	515.48	6	5	1.19	3160
600,000	952.00		APPLICABLE	707.28	669.05	7	6	1.33	3980
700,000	1052.00			781.71	739.46	7	6	1.40	4420
750,000	1100.00		TO	816.99	772.83	7	6	1.43	4620
800,000	1154.00			857.09	810.76	7	6	1.47	4850
900,000	1256.00		LIST VALUE	932.81	882.38	7	6	1.53	5265
1,000,000	1367.00			1015.79	960.88	7	6	1.59	5690
1,250,000	1771.00		OF ORDER	1315.39	1244.30	8	7	1.79	6890
1,500,000	2015.00			1496.85	1415.94	8	7	1.91	7875
1,750,000	2266.00			1683.58	1592.57	8	7	2.02	8890
2,000,000	2559.00			1901.02	1798.26	8	7	2.13	9850
SOLID TWIN									
18*	33.70	27.37	26.54	25.03	23.67	2	2	.19x.33	145
16*	37.00	30.00	29.09	27.43	25.95	2	2	.20x.35	165
14	45.60	37.03	35.91	33.86	32.02	3	2	.25x.44	225
12	68.00	55.31	53.63	50.56	47.84	3	3	.30x.51	360
10	80.70	65.60	63.61	59.98	56.74	3	3	.32x.55	410
8	118.30	92.04	89.25	84.15	79.60	4	3	.38x.66	540
6	164.00	133.19	129.16	121.77	115.19	4	4	.47x.81	852
4	203.00	164.91	159.92	150.78	142.63	4	4	.52x.91	1045

* For 300 Volt Service.

Electrical SAFECOTE Conductors

RUBBER AND LEAD CODE WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE	LIST PRICE BROKEN COILS OR REELS A (under 500' No $100 List)	FULL COILS OR REELS assorted as to sizes and colors B 500' to 2,000'	C 2,000' & over to $150 List	ORDERS OF TOTAL LIST VALUE D $150 to $4,000 List	E $4,000 List and over	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WT. PER M'
STRANDED TWIN									
14	$51.50	$41.90	$40.63	$38.31	$36.24	3	2	.25x .44	225
12	75.70	61.54	59.67	56.27	53.22	3	3	.30x .51	360
10	92.00	74.83	72.56	68.42	64.72	3	3	.32x .55	410
8	127.00	103.19	100.06	94.35	89.25	4	3	.38x .66	540
6	180.00	146.59	142.14	134.02	126.78	4	4	.47x .81	853
4	223.00	181.18	175.69	165.65	156.70	4	4	.52x .91	1045
2	285.00	231.43	224.40	211.58	200.13	4	4	.58x1.03	1310
1	403.00	327.57	317.64	299.49	283.30	5	5	.67x1.19	1860
1/0	477.00	387.57	375.82	354.35	335.19	5	5	.72x1.27	2120
2/0	543.00	441.03	427.66	403.22	381.43	5	5	.76x1.36	2395
3/0	610.00	495.90	480.87	453.39	428.88	5	6	.81x1.47	2730
4/0	715.00	581.03	563.42	531.22	502.51	6	5	.87x1.58	3120
SOLID 3 CONDUCTOR									
18*	73.40	59.65	57.85	54.54	51.59	2	3	.41	315
16*	84.50	68.67	66.58	62.78	59.38	2	3	.44	345
14	117.00	95.16	92.27	86.99	82.30	3	4	.56	500
12	134.40	109.23	105.92	99.87	94.47	3	4	.60	600
10	157.00	127.31	123.45	116.40	110.10	3	4	.64	770
8	203.00	164.75	159.75	150.63	142.48	4	4	.77	960
6	269.00	218.87	212.24	200.11	189.29	4	5	.92	1470
4	354.00	287.74	279.03	263.08	248.86	4	5	1.03	1780
STRANDED 3 CONDUCTOR									
14	126.60	102.83	99.71	94.02	88.93	3	4	.56	500
12	146.50	119.04	115.44	108.83	102.95	3	4	.60	680
10	175.00	141.86	137.56	129.70	122.69	3	4	.64	770
8	224.00	182.32	176.80	166.70	157.68	4	4	.77	960
6	295.00	239.99	232.72	219.42	207.56	4	5	.92	1170
4	386.00			286.50	271.02	4	5	1.03	1780
2	490.00			364.22	344.52	4	5	1.16	2240
1	689.00	PRICE IN		511.53	483.88	5	6	1.33	2980
1/0	779.00	COLUMN		578.90	547.61	5	6	1.42	3340
2/0	882.00	APPLICABLE		655.48	620.04	5	6	1.52	3830
3/0	995.00	TO		739.05	699.10	5	6	1.63	4370
4/0	1221.00	LIST VALUE		907.14	858.10	5	7	1.79	5430
250,000	1507.00	OF ORDER		1119.53	1059.02	6	7	1.96	6320
300,000	1715.00			1273.91	1205.05	6	7	2.08	7100
350,000	1904.00			1414.45	1337.99	6	7	2.19	7830
400,000	2164.00			1607.86	1520.94	6	8	2.32	9130
500,000	2506.00			1861.63	1760.99	6	8	2.50	10550

* For 300 Volt Service.

Electrical SAFECOTE Conductors

RUBBER AND LEAD INTERMEDIATE WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE	LIST PRICE BROKEN COILS OR REELS A (under 500' to $150 List)	FULL COILS OR REELS assorted as to sizes and colors B 500' to 2,500'	C 2,500' & over to $150 List	ORDERS OF TOTAL LIST VALUE D $150 to $4,000 List	E $4,000 List and over	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WT. PER M'
SOLID SINGLE CONDUCTOR									
18*	$21.40	$17.42	$16.88	$15.92	$15.06	2	2	.19	92
16*	23.40	18.97	18.40	17.34	16.41	2	2	.20	100
14	28.90	23.50	22.79	21.49	20.33	3	2	.25	135
12	34.30	27.86	27.02	25.47	24.09	3	2	.27	153
10	51.40	41.79	40.53	38.22	36.14	3	3	.32	260
8	70.30	57.08	55.34	52.18	49.36	4	3	.38	320
6	101.20	82.22	79.72	75.17	71.11	4	4	.47	520
STRANDED SINGLE CONDUCTOR									
14	32.10	26.08	25.28	23.85	22.55	3	2	.25	135
12	38.30	31.09	30.14	28.42	26.89	3	2	.27	153
10	57.20	46.49	45.08	42.50	40.21	3	3	.32	260
8	77.20	62.71	60.80	57.33	54.24	4	3	.38	320
6	109.30	88.83	86.14	81.22	76.83	4	4	.47	520
4	129.00	104.87	101.69	95.89	90.70	4	4	.52	620
2	168.00	128.40	124.50	117.39	111.05	4	4	.58	770
1	197.00	160.42	155.56	146.68	138.75	5	4	.64	930
1/0	242.00	196.50	190.54	179.66	169.95	5	4	.68	1060
2/0	272.00	220.91	214.22	201.98	191.06	5	4	.73	1210
3/0	$15.00			233.82	221.17	5	4	.78	1370
4/0	369.00			273.86	259.05	5	4	.84	1570
250,000	480.00			356.52	337.25	6	5	.95	2030
300,000	535.00	PRICE IN		397.32	375.85	6	5	1.00	2270
350,000	592.00			439.46	415.70	6	5	1.06	2490
400,000	641.00	COLUMN		476.49	450.74	6	5	1.10	2720
500,000	748.00			555.43	525.41	6	5	1.19	3160
600,000	968.00	APPLICABLE		719.43	680.53	7	6	1.33	3980
700,000	1071.00			795.64	752.64	7	6	1.40	4420
750,000	1122.00	TO		833.74	788.68	7	6	1.43	4620
800,000	1179.00			875.67	828.34	7	6	1.47	4850
900,000	1284.00	LIST VALUE		953.74	902.18	7	6	1.53	5265
1,000,000	1398.00			1038.39	982.27	7	6	1.59	5690
1,250,000	1817.00	OF ORDER		1349.58	1276.63	8	7	1.79	6890
1,500,000	2066.00			1534.59	1451.64	8	7	1.91	7875
1,750,000	2322.00			1724.66	1631.44	8	7	2.02	8890
2,000,000	2619.00			1915.67	1810.50	8	7	2.13	9850
SOLID TWIN									
18*	35.20	28.63	27.76	26.17	24.76	2	2	.19x.33	145
16*	38.80	31.54	30.58	28.83	27.27	2	2	.20x.35	165
14	48.20	39.19	38.00	35.84	33.90	3	2	.25x.44	225
12	71.70	58.24	56.46	53.24	50.36	3	3	.30x.51	360
10	85.00	69.13	67.04	63.20	59.78	3	3	.32x.55	410
8	119.30	96.91	93.97	88.61	83.82	4	3	.38x.66	540
6	171.00	138.68	134.48	126.79	119.94	4	4	.47x.81	852

* For 300 Volt Service.

Electrical SAFECOTE Conductors

RUBBER AND LEAD INTERMEDIATE WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE	LIST PRICE BROKEN COILS OR REELS A (under 500' to $150 List)	FULL COILS OR REELS assorted as to sizes and colors B 500' to 2,500'	C 2,500' & over to $150 List	ORDERS OF TOTAL LIST VALUE D $150 to $4,000 List	E $4,000 List and over	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WT. PER M'
STRANDED TWIN									
14	$54.30	$44.11	$42.78	$40.34	$38.15	3	2	.25x .44	225
12	79.30	64.46	62.51	58.93	55.75	3	3	.30x .51	360
10	96.70	78.51	76.13	71.78	67.91	3	3	.32x .55	410
8	133.30	108.34	105.05	99.05	93.69	4	3	.38x .66	540
6	187.00	152.19	147.58	139.15	131.62	4	4	.47x .81	852
4	230.00	186.83	181.17	170.82	161.59	4	4	.52x .91	1045
2	293.00	237.77	230.56	217.38	205.64	4	4	.58x1.03	1310
1	413.00	335.85	325.67	307.06	290.46	5	5	.67x1.19	1860
1/0	489.00	396.98	384.95	362.96	343.34	5	5	.72x1.27	2120
2/0	556.00	451.83	438.13	413.10	390.76	5	5	.76x1.36	2395
3/0	625.00	507.89	492.49	464.35	439.25	5	5	.81x1.47	2730
4/0	732.00	594.96	576.93	543.97	514.56	5	5	.87x1.58	3120
SOLID 3 CONDUCTOR									
18*	76.00	61.65	59.78	56.37	53.32	2	3	.41	315
16*	87.50	71.08	68.92	64.98	61.48	2	3	.44	345
14	121.30	98.56	95.58	90.11	85.24	3	4	.56	500
12	140.00	113.84	110.38	104.07	98.45	3	4	.60	680
10	164.00	132.88	128.86	121.50	114.92	3	4	.64	770
8	212.00	172.41	167.19	157.63	149.11	4	4	.77	960
6	280.00	227.52	220.62	208.01	196.77	4	5	.92	1470
STRANDED 3 CONDUCTOR									
14	131.00	106.34	103.11	97.22	91.96	3	4	.56	500
12	152.00	123.64	119.90	113.05	106.93	3	4	.60	680
10	182.00	147.65	143.18	134.99	127.70	3	4	.64	770
8	234.00	190.41	184.64	174.09	164.68	4	4	.77	960
6	306.00	248.82	241.28	227.50	215.20	4	5	.92	1470
4	397.00	PRICE IN COLUMN APPLICABLE TO LIST VALUE OF ORDER		295.03	279.08	4	5	1.05	1780
2	503.00			373.36	353.19	4	5	1.16	2240
1	705.00			523.46	495.16	5	6	1.33	2980
1/0	798.00			592.65	560.61	5	6	1.42	3340
2/0	903.00			671.01	634.73	5	6	1.52	3830
3/0	1018.00			756.30	715.42	5	6	1.63	4370
4/0	1248.00			927.18	877.06	5	7	1.79	5430
250,000	1541.00			1144.47	1082.62	6	7	1.96	6320
300,000	1751.00			1300.41	1230.11	6	7	2.08	7100
350,000	1943.00			1443.62	1365.59	6	7	2.19	7830
400,000	2205.00			1638.18	1549.64	6	8	2.32	9130
500,000	2551.00			1894.71	1792.29	6	8	2.50	10550

* For 300 Volt Service.

Electrical SAFE-COTE Conductors

RUBBER AND LEAD 30 PERCENT WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE	LIST PRICE BROKEN COILS OR REELS A (under 500' to $150 List)	FULL COILS OR REELS assorted as to sizes and colors B 500' to 2,500'	C 2,500' & over to $150 List	ORDERS OF TOTAL LIST VALUE D $150 to $4,000 List	E $4,000 List and over	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WT. PER M'
SOLID SINGLE CONDUCTOR									
18*	$22.00	$17.93	$17.38	$16.39	$15.50	2	2	.19	92
16*	24.20	19.67	19.07	17.98	17.01	2	2	.20	100
14	30.00	24.42	23.68	22.33	21.12	3	2	.23	135
12	35.70	29.02	28.13	26.52	25.09	3	2	.27	153
10	53.20	43.24	41.93	39.54	37.39	3	3	.32	260
8	72.70	59.08	57.28	54.01	51.10	4	3	.38	320
6	103.90	84.45	81.89	77.21	73.04	4	4	.47	520
STRANDED SINGLE CONDUCTOR									
14	33.20	26.97	26.15	24.67	23.33	3	2	.25	135
12	39.50	32.13	31.16	29.37	27.78	3	2	.27	153
10	59.00	47.99	46.53	43.88	41.50	3	3	.32	260
8	79.90	64.91	62.94	59.34	56.14	4	3	.38	320
6	112.30	91.26	88.49	83.44	78.92	4	4	.47	520
4	132.00	107.31	104.05	98.11	92.81	4	4	.52	620
2	161.00	130.93	126.96	119.71	113.24	4	4	.58	770
1	202.00	163.83	158.85	149.77	141.68	5	4	.64	930
1/0	247.00	200.36	194.29	183.19	173.28	5	4	.68	1060
2/0	277.00	225.32	218.49	206.01	194.87	5	4	.73	1210
3/0	321.00			238.30	225.42	5	4	.78	1370
4/0	376.00			279.09	264.01	5	4	.84	1570
250,000	489.00			363.02	343.39	6	5	.95	2030
300,000	544.00	PRICE IN		404.23	382.37	6	5	1.00	2270
350,000	602.00			447.07	422.89	6	5	1.06	2490
400,000	652.00	COLUMN		484.40	458.22	6	5	1.10	2720
500,000	759.00			564.02	533.53	6	5	1.19	3160
600,000	982.00	APPLICABLE		729.37	689.95	7	6	1.33	3980
700,000	1086.00			807.04	763.41	7	6	1.40	4420
750,000	1141.00	TO		847.42	801.61	7	6	1.43	4620
800,000	1199.00			890.84	842.69	7	6	1.47	4850
900,000	1307.00	LIST VALUE		970.79	918.31	7	6	1.53	5265
1,000,000	1423.00			1056.94	999.81	7	6	1.59	5690
1,250,000	1854.00	OF ORDER		1377.47	1303.01	8	7	1.79	6890
1,500,000	2107.00			1565.43	1480.80	8	7	1.91	7875
1,750,000	2367.00			1758.30	1663.25	8	7	2.02	8890
2,000,000	2668.00			1982.25	1875.10	8	7	2.13	9850
SOLID TWIN									
18*	36.40	29.57	28.67	27.03	25.57	2	2	.19x.33	145
16*	40.30	32.77	31.77	29.96	28.34	2	2	.20x.35	165
14	50.40	40.95	39.71	37.14	35.42	3	2	.25x.44	225
12	74.60	60.62	58.78	55.42	52.42	3	3	.30x.51	360
10	88.60	72.00	69.82	65.83	62.27	3	3	.32x.55	410
8	124.00	100.93	97.88	92.29	87.29	4	3	.38x.66	540
6	176.00	143.13	138.79	130.86	123.78	4	4	.47x.81	852

* For 300 Volt Service.

Electrical SAFECOTE Conductors

RUBBER AND LEAD 30 PERCENT WIRES AND CABLES

BUILDING WIRE—600 VOLT

SIZE	LIST PRICE BROKEN COILS OR REELS A (under 500' to $150 List)	FULL COILS OR REELS assorted as to sizes and colors B 500' to 2,500'	C 2,500' & over to $150 List	ORDERS OF TOTAL LIST VALUE D $150 to $4,000 List	E $4,000 List and over	RUBBER WALL 64THS	LEAD SHEATH 64THS	APPROX. O. D. INCHES	APPROX. NET WT. PER M'
STRANDED TWIN									
14	$58.50	$45.93	$44.53	$41.99	$39.71	3	2	.25x .44	225
12	82.30	66.86	64.83	61.13	57.83	3	3	.30x .51	360
10	100.30	81.50	79.03	74.51	70.48	3	3	.32x .55	410
8	138.50	112.55	109.14	102.90	97.34	4	3	.38x .66	540
6	193.00	156.76	152.01	143.32	135.57	4	4	.47x .81	852
4	236.00	191.91	186.09	175.46	165.98	4	4	.52x .91	1045
2	299.00	242.96	235.60	222.13	210.13	4	4	.58x1.03	1310
1	422.00	342.62	332.24	313.25	296.32	5	5	.67x1.19	1860
1/0	498.00	404.70	392.43	370.01	350.00	5	5	.72x1.27	2120
2/0	567.00	460.65	446.69	421.16	398.39	5	5	.76x1.36	2395
3/0	637.00	517.83	502.13	473.44	447.85	5	5	.81x1.47	2730
4/0	746.00	606.41	588.03	554.43	524.46	5	5	.87x1.58	3120
SOLID 3 CONDUCTOR									
18*	77.70	63.11	61.19	57.69	54.57	2	3	.41	315
16*	90.00	73.04	70.82	66.78	63.17	2	3	.44	345
14	124.70	101.33	98.27	92.65	87.64	3	4	.56	500
12	144.70	117.58	114.01	107.50	101.69	3	4	.60	680
10	169.00	137.39	133.23	125.62	118.83	3	4	.64	770
8	220.00	178.75	173.32	163.43	154.58	4	4	.77	960
6	289.00	234.52	227.42	214.42	202.83	4	5	.92	1470
STRANDED 3 CONDUCTOR									
14	134.40	109.17	105.86	99.81	94.41	3	4	.56	500
12	157.00	127.39	123.54	116.48	110.18	3	4	.60	680
10	188.00	152.37	147.75	139.31	131.78	3	4	.64	770
8	243.00	197.06	191.08	180.16	170.42	4	4	.77	960
6	315.00	255.98	248.22	234.03	221.38	4	5	.92	1470
4	407.00	PRICE IN COLUMN APPLICABLE TO LIST VALUE OF ORDER		302.00	285.67	4	5	1.03	1780
2	513.00			381.30	360.70	4	5	1.16	2240
1	718.00			533.21	504.38	5	6	1.33	2980
1/0	812.00			603.55	570.92	5	6	1.42	3340
2/0	918.00			681.85	644.98	5	6	1.52	3830
3/0	1037.00			770.45	728.80	5	6	1.63	4370
4/0	1270.00			943.66	892.65	5	7	1.79	5430
250,000	1568.00			1164.96	1101.99	6	7	1.96	6320
300,000	1780.00			1322.13	1250.66	6	7	2.08	7100
350,000	1976.00			1467.56	1388.23	6	7	2.19	7830
400,000	2239.00			1663.09	1573.19	6	8	2.32	9130
500,000	2586.00			1920.71	1816.88	6	8	2.50	10550

* For 300 Volt Service.

GENERAL INSTRUCTIONS

USE LIST PRICES TO DETERMINE VALUE OF ORDER OR INQUIRY.

PRICES ARE F.O.B. DESTINATION any point in the United States, Panama Canal, Puerto Rico, Hawaiian Islands, on shipments of 100 lbs. or over, from manufacturer's factory or warehouse. Shipments of less than 100 lbs., F.O.B. point of shipment. No freight allowance.

EXPRESS OR PARCEL POST SHIPMENTS F.O.B. POINT OF SHIPMENT. No freight allowance.

INVOICE DATE shall be same as date of shipment.

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 10th of month following date of invoice.

No cash discount will be allowed on payments made by trade acceptance, notes, securities, postdated checks, etc.

Prices subject to change without notice.

For sizes not listed, use the price of next larger size.

SHIPMENTS are priced on the basis of the Column covering the List Value of each single shipment, except that shipments against filed Specific Job Contracts (Form No. 1) are to be priced in accordance with the contract.

SPECIFIC BUILDING JOB CONTRACTS. When the requirements of wire and cable on a specific building job amount to not less than $2,000 LIST, the electrical contractor who has received a definite signed contract for the job, may be covered for the specified requirements for a period of six (6) months, in accordance with contract (Form No. 1) which will be provided.

Each shipment shall be treated as a separate contract. If the Buyer fails to fulfill the terms of payment herein provided, or if the Buyer's financial responsibility becomes unsatisfactory to the Seller, the Seller may, without prejudice to any other lawful remedy, defer further shipments, or, at its option, terminate its own further obligations with respect to any outstanding commitments.

REELS shall be paid for (net, no cash discount) at the same time as the material, and may be returned freight collect to destination specified by Seller. When reels are returned in good condition not later than twelve (12) months from date of shipment, full credit will be allowed.

NRA CODE

ANACONDA
from mine to consumer

RWL -D-4

ANACONDA WIRE & CABLE COMPANY

General Offices; 25 Broadway, New York.
Chicago Office; 20 No. Wacker Drive.

DISCOUNT SHEET

WHOLESALERS
SERVICE DISCOUNTS

THESE PRICES EFFECTIVE BY AUTHORITY OF SUPPLY SCHEDULE AGENCY APR 1 1935

Electrical SAFECOTE Conductors

RUBBER - LEAD BUILDING WIRES
RUBBER - LEAD FIXTURE WIRES

Code, Intermediate, 30%

Applying to Sheet RWL-T-28 dated April 1, 1935.

SHIPMENTS MADE BY MANUFACTURER

1. TO WHOLESALER'S WAREHOUSE STOCK

(priced in column applicable to quantity specified in each individual order)

COLUMN "A"	DISCOUNT 20%
COLUMN "B"	DISCOUNT 20%
COLUMN "C"	DISCOUNT 17½%
COLUMN "D"	DISCOUNT 12½%
COLUMN "E"	DISCOUNT 7½%

2. DIRECT TO CUSTOMER OF WHOLESALER

(priced in column applicable to quantity specified in each individual order) ..... DISCOUNT 5%

3. DIRECT TO CUSTOMER OF WHOLESALER AND APPLYING TO SPECIFIC BUILDING JOB CONTRACT (FORM No. 1)

(priced in column applicable to quantity specified in Contract) ..... DISCOUNT 5%

TERMS: Net cash last day of month following date of invoice. 2% cash discount if paid by the 15th of month following date of invoice.

Canceling RWL-D-3, Section 11, Page 9, July 5, 1934.

APPENDIX A, PART 2

FLEXIBLE CORDS

Chronological Record of Price
Filings by Companies

to purchasers were, on the average, practically the same; customer classifications were expanded at the same time so that some paid less as a net price than before, while others paid more.

Chronological records were compiled for nine of the most active and representative companies of the section, both large and small. These records show all the filings made by the companies selected, and whether they originated the prices or whether they were following the lead of another, and if so, whom.
A study of these records will reveal the following:

1. The big majority of the filings which initiated a change in net prices or customer classifications were made by one of two companies.

2. Such a change was adopted by all other companies affected some immediately, some not for a month or so. Company #7 made 18 filings effecting prices in major lines, 9 of which were to meet the prices originated by 2 companies; and 3 to meet prices originated by 3 others. (One of these 2 is an old, large, and conservative firm, and the other has a reputation for price cutting and other more or less shady practices.) (25)

3. The general net price trend was downward. (This is attributed in part to price filing itself by some responsible members of the industry.)

4. On a given date, most companies would have in effect the same prices and discounts, and in general the same customer classifications. (In spite of this fact, and taking the period as a whole, there was no stabilization of prices, for the following reasons: (Opinion in the industry and NEMA)

   a. The unreliable element in the industry did not file clear, comprehensive prices and discounts, or

   b. If they did, filings could not be made effective because insufficient copies had been submitted for distribution, and

   c. While the agency was endeavoring to get the filings in order the reporting company would sell at any price it saw fit.

   d. Enforcement was impossible: because such elements as "cost" and "overhead" (upon which the price filing system, in part, rested) were so difficult of proof.

   e. The following figures show the price changes and general trend during the period in which price filing was in effect. Four small types were taken, together with the dates on which one company filed these prices

and discounts. The other companies in the group submitted the same figures either before or after the date shown for the company taken.

TYPE OF #18 - RAYON

Date Filed	List Price	Discount High	Discount Low	Net Price
9/7/33	$ 6.50	10%	10%	$ 5.85
10/2/33	14.50	65	40	8.70
				5.08
2/6/34	14.50	60	60	5.80
3/15/34	4.80	5	5	4.54
10/9/34	5.20	5	5	4.94
2/13/35	5.20	15	15	4.42

Note: Final Net Price 25 under original Net Price.

TYPE SJ #18 - 16/30

Date Filed	List Price	Discount High	Discount Low	Net Price
9/7/33	$14.00	10%	10%	$12.60
9/22/33	31.00	65	40	10.85
				18.60
2/16/34	31.30	60	60	12.40
3/24/34	13.30	5	5	12.92
6/21/34	13.60	10	5	12.92
10/15/34				12.24
10/15/34	14.40	10	5	13.68
				12.90
2/18/34	14.40	15	15	12.24

Note: Final Net Price is 2% under original Net Price.

#18-1/64 RADIO WIRE SOLID TINNED

Date Filed	List Price	Discount High	Discount Low	Net Price
10/6/33	$2.10	65%	40%	$0.735
				1.26
11/15/33	2.65	68	60	0.868
				1.06
2/23/34	2.65	68	68	0.868
3/15/34	2.10	65	60	0.735
3/15/34				0.84
4/16/34	.85	10	List	0.765
			↓ 15	0.978
7/10/34	.85	20	Quantity	0.68
			5	Quantity Prices
			25	0.808 to 0.638
7/23/34	.85	10	Quantity Disc.	0.765
			List + 15%	0.978
			Jobbers, chains, mail order houses, 5% any quan.	0.808

Note: The biggest market for this type wire is the radio manufacturers and the

the level of the prices on this date. Also, most manufacturers buy in large quantities and are able to take advantage of the lowest price. Therefore, manufacturers buying large quantities paid 9% less at the end than at the start of price filing.

TYPE PO #18-1/64 - RAYON

Date Filed	List Price	Discount High	Discount Low	Net Price
9/7/33	$11.50	10%	10%	$10.35
9/22/33	26.00	65	40	9.10 15.60
1/15/34	26.00	60	52	10.40 12.48
2/16/34	26.00	60	60	10.40
3/24/34	8.50	5	5	8.08
6/21/34	8.50	10	5	7.25 8.08
10/15/34	8.90	10	5	8.11 8.56
2/10/35	8.90	15	15	7.57

Note: Final Net Price 28% under original Net Price.

The wide variations in the amount by which net prices dropped are occasioned by the differences in the competitive status of the various types of wires comprising the industry. For instance, Type PO size #18 is the most widely used of the flexible cord group, and the easiest of manufacture; that is, less expensive machinery is required in order to get into the business than in other types. Consequently, there are more of the "in-and-out" factories in this line, and it is more susceptible to price-cutting. The converse is true of Type SJ, and of radio wires; hence, the narrower range of net prices for these types during the price-filing period.

A member of NEMA who was for several years on the engineering staff of the Underwriters' laboratories, and who is, therefore, well qualified to express an opinion, has written a brief statement on price-filing as it worked out in the flexible cord group. This statement is quoted in full, as being the best available testimony on this subject:

"The open price policy under the NRA code was a failure so far as the flexible cord industry was concerned. By "failure" I mean that it failed to accomplish its two fundamental objects, as follows:

(a) Price Stabilization. This is quite different from price-fixing. There was no attempt at price-fixing, that I could see.

(b) Furnishing all employers at all times, with correct information as to the state of the market.

Many pages could be written as to the reasons for the failure; I will therefore confine myself to a few highspots, not necessarily in the order of their importance.

1. Diversity of Interests. Flexible cord is sold primarily to three principal customer divisions:

(a) Chain stores and mail order houses
(b) Jobbers
(c) Electrical appliance manufacturers, (including radio.)

The 45 flexible cord producers comprising the industry were divided into numerous sub-classes so far as these customer divisions were concerned. Some sold chain stores only; some had no jobber business at all; some dealt exclusively thru the jobber; some sold all three; some sold radio manufacturers only, - and so on. What happened with the advent of the first filed price sheet? The cord producer let us say, whose sole business was to chain stores, received his competitor's sheet, which gave a more favorable price to the jobber than to the chain store. He immediately decides that that isn't right - so he files his prices, meeting the other fellow's price, but making it favorable to the chain store. It is easy to see that an endless stream of filings follows, with each type of manufacturer attempting to maintain a favorable position for his particular "pet" type of customer. Obviously, stabilization is impossible under such circumstances.

2. Diversity of Production. Roughly speaking, there are three types of cord manufacturers.

(a) Those who make flexible cord only.
(b) Those who make heavier wires, as well as cords, but to whom cords are an important item.
(c) Those whose main business is in the field of heavier wires, with flexible cord produced mainly to fill out a complete line of insulated wires. Quite naturally there were pronounced differences of opinion - reflected in price filings - as to "cost", "selling below cost", etc. It doesn't require any argument to show what striking differences there must have been, between these three classes, in such items

as overhead, distribution expense, etc. If a producer in class (c) filed prices to meet those filed by one in class (a), he was violating the code by being below cost, whereas the fellow in class (a) was probably all right. If he didn't file to meet the aforesaid filing, he found himself out of the market. Hence there was a continued series of filing, up and down, which again made stabilization impossible.

3. Retaliatory Filings. The flexible cord industry, as is every other industry, is made up of personalities as well as manufacturing units. There were many price filings made purely and simply in retaliation of one previously filed by a bitter competitor, resulting in a downward step for the entire industry.

All the above discussion is on the general subject of the failure to effect stabilization. In regard to the failure of the open-price policy to give accurate information, little need be said. The flexible cord industry is no different from any other industry; it has in it a small group of manufacturers who, from the very outset, never had the slightest intention of complying with the filed price regulations - or anything else - in the NRA Code. At first, their efforts at evasion were confined to the filing of evasive, incomplete or obscure price sheets; but when these tactics failed, due to the alertness of the code authority, deliberate disregard of filed prices became the next step. When it became apparent that these tactics were to receive no punishment, the practice spread somewhat further into the industry. Thus a condition developed throughout a considerable portion of the industry where a filed price was merely a piece of paper, with no real significance.

The above might seem to be a fairly severe indictment of the open-policy. It is not intended to be. I am merely pointing out why it failed. I personally feel, - how many will agree with me I do not know - that the industry was better off with it, than without it, even though the whole curve, throughout the filed price era was constantly downward. It is certain that the structure went all to pieces when the open-price policy was abandoned; it is also evident that the entire industry is "guessing" at the market now. I feel that there are enough thinking and ethical producers in the industry who would abide by their published policies to make it possible to effect a fair degree of stabilization, in spite of the difficulties involved." (Unquote)

With the filing of September 22, 1933, there appeared a new customer classification, known as "Wiring device manufacturers who have a listing with Class A chain stores, and who operate under a sales agency contract."

This classification was made in an effort to correct a situation which had existed for a long time, whereby a manufacturer would designate an agent (not a legal "agent") and a contract would be signed between them. The agent would obtain a "listing" with Class A chains which would give him a preferential position in the chains' purchases of material. This arrangement, all "under cover", made it possible for the manufacturer to

sell indirectly to the chains without the prices being made public.

The effort on the part of the more responsible manufacturers to bring all such agreements out into the open failed, however, and the classification was soon dropped.

(This is another reason why the price call on flexible cords was cancelled.)

COMPANY #3

1st Filing

September 7, 1933.....Effective September 7, 1933.
Bulletin #1 and price list on-
1. Flexible cotton and rayon cords.
2. Type HPD and HC Heater Cords.
3. Non-approved flexible cords.

Discounts:-
1. Wholesaler or jobber, any quantity.....List less 10%.
2. Manufacturers 50,000 or more..... " " 10%.
Less than 50,000.....List
3. Chain store warehouses, 50,000 ft.
or more.....List less 10%.
Less than 50,000 ft.....List.

Terms:-
2% 10th prox. net 25th prox.

Delivery:-
F.O.B. factory, freight allowed to destination on 100 lbs. or more.

2nd Filing

October 5, 1933.....Effective October 2, 1933.
To meet Company #8's,Filing #2.....Eff. Oct. 2, 1934.
Bulletins S-1, S-4 and S-5.
List prices more than doubled on-
1. Flexible cotton and rayon cords.
2. Non-approved flexible cords.

Discounts:-
1. Dealers.....List less 40%
2. Manufacturers less than 50,000 ft. and Class B chain stores..... " " 58%
3. Manufacturers 50,000 or more, Class A chains and jobbers..... " " 60%
4. Wiring device manufacturers with Class A chains listing operating on sales agency contracts..... " " 65%

Note: Class A Chains are:

Sears Roebuck & Company
Montgomery Ward & Company
S. H. Kress Co.
McLellan Stores Co.
G. C. Murphy Co.
F. W. Woolworth Co.
Neisner Bros., Inc.
S. S. Kresge Co.
Butler Bros.
W. T. Grant Co.

Class B Chains - All others.

3rd Filing

(1st filing on this product)

October 20, 1933
Bulletins C-6 (Radio wires.
9822 C-7 (Radio lead in wire).
C-8 (Radio hook-up wires).

All terms and discounts same as 2nd filing.

4th Filing

October 30, 1933
Bulletins S-4 (Flexible cotton and rayon).
S-5 (Non-approved flexible cords).
S-1 (Terms and discount sheet).
No change from 2nd filling.

5th Filing
(Compare with 3rd Filing).

December 1, 1933
Bulletins N-6 (Radio wires).
N-7 (Radio lead in wires).
N-8 (Radio hook-up wires).
S-2 (Discount sheet).
25% increase in list prices.
Discounts:-

1. Applying to radio wires-
   a. Jobbers and radio manufacturers, less than 500,000.....List less 60%
   b. Radio manufacturers, 500,000 or more." " 68%
   c. Radio parts manufacturers..... " " 68%
2. Applying to flexible cotton and rayon cords and non-approved flexible cords. (Compare with 2nd Filing)
   a. Dealers, contractors, utilities and department stores.....List less 40%
   b. Purchasing service companies
      when billed by us..... " " 48%
      when billed by them..... " " 50%
   c. Manufacturers for use, less than 50,000 ft., Class B Chains, U. S. Government and railroads..... " " 58%
   d. Manufacturers for use, 50,000 ft. or more, jobbers, Class A Chains..... " " 60%
   e. Wiring device manufacturers with Class A Chain listing when operating under sales agency contracts..... " " 65%

To Class A Chains of 2nd Filing add:
Scott Stores, McCrory Stores Corp: J. J. Newberry Co., Rose Stores, M. H. Fishman Co., Inc.

NOTE: The above discount sheet dated October 27 was printed to include discounts on radio wires and other items, but radio wire discounts were also typed in at the bottom of the sheet; these discounts being different from those printed. Discounts as listed above were considered the more logical as intended by the company.

6th Filing
(Compare with 2nd Filing)

January 15, 1934.....Effective January 25, 1934.
To meet Company #25's Filing 9, Effec. Date Jan. 13, 1934.
Bulletins J-4 (Flexible cotton and rayon cords), and
J-5 (Non-approved flexible cords.)
Reduction in list prices on certain items of 15 to 30%.
Discounts:-

1. Less than 10,000 ft.....List less 52%
2. 10,000 to 50,000..... " " 55%
3. 50,000 to 200,000..... " " 58%
4. 200,000 and over..... " " 60%
5. Jobbers, any quantity..... " " 60%

NOTE: It is not clear from the filing whether the above discounts were intended to entirely replace discounts as under 5th filing.

7th Filing
(Compare with 5th Filing)

February 15, 1934.....Effective February 15, 1934.
To meet Company #25's Filing 14, Eff. Date Feb. 10, 1934.
Bulletin F-6 (Radio wires) superseding Bulletin N-6, and
Bulletin F-8 (Radio hook-up wires) superseding N-8.
General reduction of 25% in list prices.
Discounts:-
Jobbers and manufacturers.....List less 60%

NOTE: Again it is not clear whether these discounts are intended to completely supersede all previously filed discounts.

8th Filing
(Compare with 7th Filing)

August 30, 1934.....Effective September 9, 1934.
Bulletin A-6 (Radio wires) superseding Bulletin F-6; also
Bulletin A-8 (Radio hook-up wires) superseding Bulletin F-8.
Reduction of 55% in list prices.
Discounts:-

1. Jobbers, chains and mail order houses, any quantity .....List less 5%.
2. Other buyers-
   a. 1,000 to 4,999 ft..... " plus 15%.
   b. 5,000 to 9,999 ft..... " " 10%.
   c. 10,000 to 99,999 ft.....List
   d. 100,000 to 499,999 ft..... " less 5%
   e. 500,000 and over..... " " 10%.

9th Filing

October 23, 1934.. .....Effective October 23, 1934.
To meet Company #6's Filing 19, Eff. Date Oct. 10, 1934
(later changed October 15, 1934 by filing 20.)
Bulletin O-4 (Flexible cotton and rayon cords) superseding
Bulletin N-4 (not filed), and
Bulletin O-5 (Non-approved flexible cords) superseding
Bulletin N-5 (not filed).

This filing effects a 55% reduction in list prices as compared with the last which were filed with the Supervisory Agency on January 15, 1934, and listed as the 6th filing.

Discounts:-

1.	Jobbers, mail order houses, national syndicates.	List less 5%.
2.	Manufacturers, 100,000 ft. to 499,999 ft.....	" " 5%.
3.	Any buyer, 500,000 ft. or more.....	" " 10%.

COMPANY #4

This company did not file in time for the effective date of September 7, 1933. It only makes a partial line in the flexible cord group; the only type being the rubber sheathed portable cord.

1st Filing

October 26, 1933
List #W 2106 and
Discount sheet.
Discounts:-

1.	Dealers, contractors, utilities.....	List less 40%
2.	Purchasing service companies	
	When billed by us.....	" " 48%
	When billed by them.....	" " 50%
3.	Mfrs. for use, less than 50,000 ft., Chains, U. S. Gov't. and railroads.....	" " 58%
4.	Mfrs. for use, 50,000 ft. or more and jobbers.....	" " 60%

Terms:-
2% 15th prox. net EOM prox.

Delivery:-
F.O.B. factory, freight to destination on 100 lbs. or more

2nd Filing

January 5, 1934.....Effective January 15, 1934
Discount sheet supplementing previous filing.
Discounts:-

1.	To Mfrs. for use 50,000 ft. or more.....	List less 65%
2.	Less than 50,000 ft.....	" " 58
3.	Company #4 distributors selling manufacturers as above, 50,000 ft. or more.....	" " 65 and 5
4.	Less than 50,000 ft.....	" " 58 and 5

3rd Filing

January 12, 1934.....Effective January 13, 1934
Discount sheet cancelling all previous discounts.
Meeting Company #25's filing 9.....Effective January 13, 1934
Discounts:-

1.	To all buyers, less than 10,000 ft.....	List less 52%
2.	10,000 to 50,000 ft.....	" " 55
3.	50,000 to 200,000 ft.....	" " 58
4.	200,000 ft. and over.....	" " 60
5.	Jobbers any quantity.....	" " 60

Note: Sizes may be combined to obtain quantity discounts.

4th Filing

January 25, 1934.....Effective January 25, 1934
Memo changing packing data.

5th Filing

February 21, 1934.....Effective March 2, 1934
Discount sheet cancelling all previous discounts.
Meeting Company #25's filing, effective Feb. 4, 1934
Discounts:-

1.	Company #4 distributors, any quantity.....	List less 60 and 5%
2.	Other buyers, any quantity.....	" " 60

6th Filing

March 5, 1934.....Effective March 15, 1934
Memo dated March 2 changing delivery terms from f.o.b. factory to f.o.b. shipping point.

7th Filing

March 26, 1934.....Effective March 27, 1934
Meeting Company #8's filing 23, effective March 24, 1934
List #W 2107 cancelling W 2106, and
Discount Sheet.
List prices reduced approximately 60%.
Discounts:-

1.	Jobbers.....	List less 5%
2.	Mfrs, 100,000 ft. or more.....	" " 5
3.	Company #4 distributors, 5% commission, orders from manufacturers, 100,000 ft. or more.	

Terms:-
2% 10th prox. net EOM prox.

8th Filing

July 11, 1934.....Effective July 9, 1934
Letter dated July 9 making additional freight allowance on Government bids (Land Grant freight rates).

9th Filing

October 18, 1934.....Effective October 18, 1934
Meeting Company #6's filing 19.....Effective October 10, 1934, (later made effective October 15, 1934 by filing #20)
List #7 2108 cancelling W 2107, and
Discount sheet.
List prices increased approximately 5%
Discounts:-

1. Jobbers..... List less 5%
2. Mfrs. 100,000 to 499,999 ft..... " " 5
3. All buyers, 500,000 ft. or more..... " " 10
4. Company #4 distributors, 5% commission, orders from manufacturers, 100,000 ft. or more.

COMPANY #6

1st Filing

September 7, 1933.
Sheets 535 F (Flexible cotton and rayon cords)
535 HC (Heater Cords)
530 RF (Fixture wire)
529 NA (Non-approved flexible cords)
Radio LI (Radio lead in wires)
Also Bulletin A-1 (Terms and conditions of sale and discounts)

Terms:-
2% 10th prox. net 60 days.

Delivery:-
F.O.B. factory, freight allowed to destination on 100 lbs. or more.

Discounts:-

1. Wholesalers or jobbers, any quantity..... List less 10%
2. Manufacturers, 50,000 ft. or more..... " " 10
3. Manufacturers, less than 50,000 ft..... List
4. Chain store warehouses, 50,000 ft. or more.... " " 10

2nd Filing

October 9, 1933 (Meeting Company #8 filing 2 - effective October 2, 1933.)
Sheets 536 F (Flexible cotton and rayon cords), cancelling 535 F
536 HC (Heater cords) cancelling 535 HC.
531 RF (Fixture wire) cancelling 530 RF.
530 NA (Non-approved flexible cords) cancelling 529 NA.
Radio LI-2 (Radio lead in wire)
Bulletin A-2 (Discounts and terms)
Prices more than doubled.

Discounts:-

1.	Dealers.....	List less 40%
2.	Mfrs. less than 50,000, Class B chains.....	" " 58
3.	Mfrs. 50,000 ft. or more, Class A chains and jobbers.....	" " 60
4.	Wiring device mfrs. with Class A chains listing operating on sales agency contracts.....	" " 65

Class A Chains are: Scott Stores; S. S. Kresge Co., W. T. Grant Co.; S. H. Kress Co.; McCrory Stores Corp.; McLellan Stores Co.; H. L. Green; J. J. Newberry Co.; F. W. Woolworth Co.; G. C. Murphy Co.; Neisner Bros., Inc.; Rose Stores, Sears Roebuck & Co.; Montgomery Ward & Co.; Butler Bros.; M. H. Fishman Co., Inc.

Terms:- 2% 10th prox. net EOM prox.

3rd Filing

November 16, 1933.
Sheet SP-1
Special prices to wiring device manufacturers with chain store listings on sales agency agreements.
Reduction of 50 to 60% in list prices for certain sizes and types of flexible and heater cords.

Discounts:- 5%

Note: No correspondence accompanied this filing so comparisons with all companies are impossible.

4th Filing
(Compare with 2nd filing)

December 20, 1933 - (meeting Company #25's filing 7, filed 12/13/34.)
Sheet LI-3 (Radio lead in wires) cancelling Sheet LI-2
Approximately 50% reduction in prices.

Discounts:-

1.	Wholesaler or jobber, any quantity.....	List less 10%
2.	Mfrs., 50,000 ft. or more.....	" " 10

5th Filing
(Compare with 2nd Filing)

January 8, 1934.....Effective January 18, 1934
Sheets 537 F (Flexible cords) cancelling 536 F.
537 H.C. (Heater cords) cancelling 536 HC.
531 N.A. (Non-approved flexibles) cancelling 530 NA.
532 RF (Fixture wire) cancelling 531 RF
Bulletin A-3 (Terms and conditions of sale)
Discount sheet A-4
15 to 25% reduction in list prices on flexible cords and non-approved flexibles.
No change in lists on other types.

Discounts:-

1.	Less than 10,000 ft.....	List less		52%
2.	10,000 to 50,000	"	"	55
3.	50,000 or more.....	"	"	58
4.	200,000 or more.....	"	"	60
5.	Jobbers, any quantity.....	"	"	66

6th Filing
(Compare with 5th Filing)

January 23, 1934.....Effective February 2, 1934
Special price on one type non-approved flexible cord-10% reduction.
Note:- Company states "this price filed to meet competition but it is not effective for 10 days after filing date".

7th Filing
(Compare with 5th Filing)

February 2, 1934.....Effective February 4, 1934
(Meeting Company #25's filing 12, effective February 4, 1934)
5% reduction in list price of one size non-approved flexible cord.

Discounts:- (Cancelling discount sheet #A-4)
To all buyers, any quantity--List less 60%.

8th Filing

March 7, 1934.....Effective March 17, 1934
Price change #10
Applicable to all products.

Discounts:-

1.	Jobbers, chains, mail order houses.....	List less	60	and	5%
2.	50,000 ft. or over.....	"	"	60	"	5
3.	Less than 50,000 ft.....	"	"	60		

9th Filing
(Compare with 5th Filing)

March 19, 1934.....Effective March 24, 1934
(Meeting Company #8's filing 23, effective March 24, 1934.
Sheets 538 F (Flexible cords) cancelling 537 F.
538 HC (Heater cords) cancelling 537 HC.
533 RF (Fixture wire) cancelling 532 RF.
532 NA (Non-approved flexibles) cancelling 531 NA.
Discount sheet # A-5
General reduction of 50% in list prices.

Discounts:-
1. Jobbers, mail order houses and national syndicates. List less 5%
2. Manufacturers, 100,000 ft. or more..... " " 5

10th Filing
(Compare with 9th Filing)

April 14, 1934.....Effective April 24, 1934
Discount sheet # A-6 cancelling A-5

Discounts:-
1. Jobbers, mail order houses and national syndicates..... List less 5%
2. Mfrs., 100,000 to 499,999 ft..... " " 5
3. Any buyer, 500,000 ft. or more..... " " 10
4. To jobbers on 100,000 ft. or more from mfr. for use..... " " 5 and 5

11th Filing
(Compare with 9th Filing)

May 3, 1934.....Effective May 3, 1934
Sheet 533-N (Non-approved flexibles) cancelling 532 NA.
The only change from previous filing is in the addition of a few types and deletion of others. List prices the same.
Discounts not mentioned. Same as before.

12th Filing
(Compare with 3rd Filing)

May 7, 1934.....Effective May 7, 1934
Sheet #2-SP (Wires and specials) cancelling sheet #1-SP.
This filing has no apparent relation with previous filing which listed standard type wires with special discount to wiring device manufacturers. This filing is for special type wires for special purposes and is an original filing in these types.

13th Filing
(Compare with 10th Filing)

May 7, 1934.....Effective May 17, 1934
Discount sheet A-7 cancelling A-6
Discounts:-

1. Jobbers, mail order houses, national syndicates. List less 5%
2. Manufacturers, 100,000 to 499,999 ft..... " " 5
3. All buyers, 500,000 ft. or more..... " " 10

Note: Special 5% commission to distributors on orders from manufacturers for 100,000 to 499,999 ft.

14th Filing
(1st Filing on these products)

May 5, 1934.....Effective May 15, 1934
Sheet #3-RW (Radio wires) and
#2-HW (Radio hook-up wires)
Discount sheet RW-2

Discounts:-

1. Jobbers, chains and mail order houses, and quantity..... List less 5%
2. Other buyers, 1,000 to 4,999 ft..... " plus 15
3. 5,000 to 9,999..... " " 10
4. 10,000 to 99,999..... List
5. 100,000 to 499,999..... " less 5
6. 500,000 and over..... " " 10

Note: Prices are in line with those already on file at this date from other companies. Discounts originated by this filing.

15th Filing
(1st filing on this product)

June 26, 1934.....Effective July 6, 1934
Sheet SP-MG-2 (Special construction cords)

Note: Company states "to meet competition" but Supervisory Agency apparently determined that this filing originated these prices as he made the effective date 10 days from filing date.

Discounts:-

1. Jobbers..... List less 5%
2. Manufacturers, 100,000 ft. or more.. " " 5

16th Filing

July 2, 1934 - never became effective.
Letter quoting an exception to price sheet 538 F (9th Filing) withdrawn before effective date because of ruling by Supervisory Agency that it was an improper filing.

17th Filing
(Compare with 12th Filing)

July 30, 1934.....Effective July 30, 1934
Letter cancelling rubber covered wires improperly listed on Sheet #2-SP.

18th Filing
(Compare with 15th Filing)

September 8, 1934.....Effective September 8, 1934
Letter cancelling Sheet SP-MG-2

19th Filing
(Compare with 9th Filing)

September 28, 1934.....Effective October 10, 1934

Sheets 539 F (Flexible Cords) cancelling 538 F
539 HC (Heater cords) cancelling 538 HC.
534 RF (Fixture wire) cancelling 533 RF.
534 NA (Non-approved flexibles) cancelling 532 NA.
#3-SP (Special wires) cancelling #2-SP (12th Filing)
Discount sheet A-8
General increase of 5% in list prices.

Discounts:-

1. Jobbers, mail order houses, national syndicates.. List less 5%
2. Mfrs. 100,000 ft. to 500,000 ft..... " " 5
3. All buyers, 500,000 ft. or more..... " " 10

20th Filing
(Compare with 19th Filing)

October 13, 1934.....Effective October 15, 1934
Letter changing effective date on previous filing to Oct. 15, 1934.

21st Filing
(Compare with 19th Filing)

December 6, 1934.....Effective December 16, 1934
Sheet 539 F Supplement, adding a specially constructed type.
TO-SJ.

22nd Filing
(Compare with 19th Filing)

January 4, 1935.....Effective January 9, 1935
(Meeting Company #23 A's filing, effective January 9, 1935).
Discount sheet cancelling A-8.
Discounts:-
To all buyers..... List less 15%.

COMPANY #7

1st Filing

September 7, 1933.....Effective September 7, 1933.
Sheet ALC 4-33 (Flexible cords).
AH 3-33 (Heater cords).
CPR 4-33 (Rubber sheathed portables).
AFC 1-33 (Fixture wire).
Sales terms and discount bulletin.
Discounts:

1. Wholesalers, jobbers, any quantity.....List less 10%.
2. Mfrs., 50,000 ft. or more..... " " 10.
3. Mfrs., less than 50,000 ft..... List.
4. Chain store warehouses, 50,000 ft. or more..... List less 10.
5. Chain store warehouses, less than 50,000 ft..... List.
6. All other buyers, any quantity..... List.

Terms:
2% 10th prox. net 60 days.
Delivery:
FOB Factory, freight allowed on 100 lbs. or more.

2nd Filing

October 16, 1933.....No effective date mentioned.
Meeting Company #8's filing #2, effective 10/2/33.
ALC 5-33 (Flexible cords) cancelling ALC 4-33.
AH 1-33 (Heater cords) cancelling AH 3-33.
AFC 2-33 (Fixture wire) cancelling AFC 1-33.
CPR 5-33 (Rubber sheathed portables) cancelling CPR 4-33.
NLC 4-33 (Non-approved cords) (1st filing).
Price list-wire for Christmas sets. (1st filing).
FC 1-33 (Terms and conditions).
Discount sheet.
All list prices previously quoted are increased approximately 60%.
Discounts:

1. Dealers..... List less 40%.
2. Mfrs., less than 50,000 ft. and Class B chains..... " " 58.
3. Mfrs., 50,000 ft. or more and Class A chains..... " " 60.
4. Jobbers, any quantity..... " " 60.
5. Wiring device mfrs. with Class A chain listing, operating under sales agency contracts..... " " 65.

Class A Chains

Butler Bros.
W. T. Grant Co.
S. H. Kress
S. S. Kresge Company
Montgomery Ward
G. C. Murphy Company
McLellan Stores Corp.
Neisner Bros., Inc.
Sears Roebuck
F. W. Woolworth Company

Also memo dated October 13 making correction in price of 1 item on NLC 4-33.

COMPANY-#7

3rd Filing

November 1, 1933.....No effective date mentioned.
Memo placing mercerized cotton braid in same price class as hard cotton grade.

4th Filing (1st filing on this product)

November 3, 1933.....No effective date mentioned.
Meeting Company #8's filing of October 15.
RW 1-33 (Radio wires).
Price list on radio lead in wires.
RH 1-33 (Radio hook-up wires).
Corrected list of Class A Chains.
Discounts and other terms same as under 2nd filing.

Class A Chains

Scott Stores-Butler Bros.	M. H. Fishman Co., Inc.	W. T. Grant Co.
H. L. Green Company	S. H. Kress Co.	S. S. Kresge Co.
McCrory Stores Corp.	Montgomery Ward	G. C. Murphy Co.
J. J. Newberry Co.	McLellan Stores Co.	Neisner Bros., Inc.
Rose Stores, Inc.	Sears Roebuck	F. W. Woolworth Co.

5th Filing

November 14, 1933.....No effective date mentioned.
Price list--wire for Christmas sets.
Memo quoting special net prices on sales to Class A chains on or before December 15, 1933, for 5 types flexible cords.

6th Filing

(Compare with 4th Filing)

November 29, 1933.....No effective date mentioned.
Meeting Company #8's filing of 11/15.
Sheet RW 2-33 (Radio wires) cancelling RW 1-33.
RH 2-33 (Radio hook-up wires) cancelling RH 1-33.
RL 2-33 (Radio lead in wires) cancelling list of October 2.
Discount sheet.
List prices increased approximately 25%.
Discounts:

1. Jobbers..... List less 60%.
2. Radio mfrs., less than 500,000 ft., assorted. " " 60.
3. Radio mfrs., 500,000 ft. or more, assorted... " " 68.
4. Radio parts manufacturers..... " " 68.

COMPANY-#7

7th Filing

(Compare with 2nd Filing)

January 3, 1934.....Effective January 13, 1934.
This company and Company #25 filed the same price lists and discounts on the same date, effective the same date.
Sheet ALC 1-34 (Flexible cords) cancelling ALC 5-33.
List prices on certain items decreased about 25%.
AH 1-34 (Heater cords) cancelling AH 4-33.
List prices on a few items decreased about 15% and one or two sizes added to the list.
NLC 1-34 (Non-approved flexibles) cancelling NLC 4-33.
List prices on most items decreased 15 to 20%.
Discounts: (Applying also to fixture wires and rubber sheathed portables)

1. Broken packages..... List less 30%.
2. Standard packages
   a. Less than 10,000 ft..... List less 52.
   b. 10,000 to 49,999 ft..... " " 55.
   c. 50,000 to 199,999 ft..... " " 58.
   d. 200,000 ft. or more..... " " 60.
3. Jobbers, any quantity..... " " 60.

Different sizes and kinds may be combined to obtain quantity discounts.

8th Filing

January 12, 1934.....Effective January 22, 1934.
Price list--wire for Christmas sets, cancelling list of November 16.
One size wire dropped from list and one decreased by about 15%.

9th Filing

January 19, 1934.....Effective January 29, 1934.
Specially constructed all-rubber portable cord.
Terms and conditions of sale (See FC 1-33) (2nd Filing).

10th Filing

January 26, 1934.....Effective February 5, 1934.
Letter dated January 24 eliminating interest charge on quotations to U. S. Government.

11th Filing

January 26, 1934.....Effective January 28, 1934.
Meeting Company #22's filing effective 1/28/34.
Memo dated 1/24 eliminating adders for special rayon stripers on heater cords.

COMPANY #7

12th Filing

(Compare with 7th Filing)

February 8, 1934.....Effective February 12, 1934.
Meeting Company#25's filing #12, effective 2/4/34, except for the one item of broken packages.
Flexible cord discount sheet cancelling issue of January 13 (not filed).
Last filing dated January 8th.
Discounts:
1. Broken packages.....List less 30%.
2. All classes, any quantity..... " " 60% .

13th Filing

(Compare with 12th Filing)

February 27, 1934.....Effective March 2, 1934.
Meeting Company #25's filing #19, effective 2/24/34, except on the item broken packages.
Flexible cord discount sheet cancelling issue of February 6.
Discounts:
1. Broken packages.....List less 30%.
2. All classes, any quantity..... " " 60%.
3. Jobbers, any quantity..... " " 60 and 5.

14th Filing

(Compare with 8th Filing)

March 12, 1934.....Effective March 22, 1934.
Price list-wire for Christmas sets.
List prices decreases 15 to 25%.

15th Filing

March 22, 1934.....Effective March 24, 1934.
Meeting Company #8's filing #23, effective 3/24/34.
Sheet ALC 2-34 (Flexible cords) cancelling ALC 1-34 (7th Filing).
AFC 1-34 (Fixture wire) cancelling AFC 2-33 (2nd Filing).
AH 2-34 (Heater cords) cancelling AH 1-34 (7th Filing).
CPR 1-34 (Rubber sheathed portables) cancelling CPR 6-33 (2nd Filing).
NLC 2-34 (Non approved flexibles) cancelling NLC 1-34 (7th Filing).
Flexible cord discount sheet cancelling issue of 2/23 (13th Filing).
All list prices decrease approximately 60%.
Discounts:
1. Jobbers, mail order houses, nat'l. syndicates...List less 5%.
2. Mfrs., 100,000 ft. or more....." " 5.
3. Co. #7 distributors, 5% commission, orders from mfrs., 100,000 ft. or more.

COMPANY # 7 (Continued)

16th Filing

(Compare with 14th Filing)

April 3, 1934.....Effective April 3, 1934.
Price list-wire for Christmas sets, cancelling issue of March 20.
List prices--2 items down, 1 item up fractionally and I unchanged.
(Note: The letter of transmittal states that since this is an increase in price, they will not have to wait 10 days. The Supervisory Agent evidently took their word and did not check back on previous filing).

17th Filing

(Compare with 15th Filing)

April 19, 1934.....Effective April 19, 1934.
Meeting Company #33's filing effective 4/13/34.
Flexible cord discount sheet cancelling issue of March 24.
Discounts:

1. Jobbers, mail order houses, nat'l. syndicates..List less 5%.
2. Mfrs., 100,000 to 499,999 ft..... " " 5.
3. All buyers, 500,000 ft. or more..... " " 10.
4. Company #7 distributors, 5% commission, orders from mfrs., 100,000 to 499,999 ft.

18th Filing

(Compare with 6th Filing)

April 25, 1934.....Effective April 26, 1934.
Meeting Company #8's filing #27, effective 4/26/34.
RW 1-34 (Radio wire and radio hook-up wires) cancelling RW 2-33.
RL 2-33 and RH 2-33. (Apparently discounting radio lead in wires).
R L-34 (Discount sheet) cancelling issue of 11/25/33.
List prices decreased approximately 60%.
Discounts:

1. Jobbers, chains and mail order houses, any quantity..List less 5%.
2. Other buyers, assorted items-
   a. 1,000 to 4,999 ft.....List plus 15.
   b. 5,000 to 9,999 ft..... " " 10.
   c. 10,000 to 99,999 ft..... " "
   d. 100,000 to 499,999 ft..... " less 5.
   e. 500,000 ft. or more..... " " 10.

19th Filing

(Compare with 16th Filing)

Filed June 7, 1934.....Effective June 17, 1934.
Issue FCX -2 (Wire for Christmas sets) cancelling issue of March 30.
Only change from previous issue is the deletion of "interest charged at the rate of 6% per annum after due date."

COMPANY #7 (Continued)

20th Filing

(Compare with 18th Filing)

July 10, 1934.....Effective July 10, 1934.
Meeting Company #37's filing effective 7/9/34,
Issue R 2-34 (Discount sheet) cancelling R 1-34.
Discounts:

1. Jobbers, chains, mail order houses, any quantity..List less 20%.
2. Other buyers, assorted items-
   a. 1,000 to 4,999 ft.....List.
   b. 5,000 to 9,999 ft..... " less 5.
   c. 10,000 to 99,999 ft..... " " 15.
   d. 100,000 to 499,999 ft..... " " 20.
   e. 500,000 ft. or more..... " " 25.

21st Filing

July 11, 1934.....Effective July 9, 1934.
Made effective by wire of the 6th. Letter dated July 10 makes additional freight allowance on Government bids. (Land Grant Freight Rates).

22nd Filing

July 24, 1934.....Effective July 24, 1934.
Letter dated 7/23 stating policy on U. S. Navy propositions as a result of the Vinson Bill.

23rd Filing

(Compare with 20th Filing)

July 21, 1934.....Effective July 27, 1934.
Meeting Company #25's filing #33, effective 7/27.
Issue R-3-34 (Radio wire discount sheet) cancelling issue R-2.
Discounts:

1. Jobbers, chains, mail order houses, any quantity..List less 5%.
2. Other buyers, assorted items-
   a. 1,000 to 4,999 ft.....List plus 15.
   b. 5,000 to 9,999 ft..... " " 10.
   c. 10,000 to 99,999 ft..... "
   d. 100,000 to 499,999 ft..... " less 5.
   e. 500,000 ft. or more..... " " 10.

24th Filing

August 21, 1934.....Effective August 26, 1934.
Issue Sup RW (Radio lead in wire).
This is a new filing for this product and meets current prices established by majority of the industry. Effective date was apparently arbitrarily assigned.
Discounts: As per 23rd Filing.

COMPANY #7 (Continued)

25th Filing

(Compare with 15th Filing)

October 17, 1934.....Effective October 17, 1934.
Meeting Company #6's filing #19, effective 10/10/34, changed to 10/15/34.
Sheet ALC-3-4(Portable cords) cancelling ALC-2-34.
AH 3-34 (Heater cords) cancelling Ah 2-34.
AFC 2-34 (Fixture wire) cancelling AFC 1-34.
CPR 2-34 (Rubber sheathed portables) cancelling CPR 1-34.
NLC 3-34 (Non-approved portables) cancelling NLC 2-34.
Issue NLC 3-34 supplement (Non-approved rubber sheathed portables).
List prices increased approximately 5%.
Discounts: Not mentioned. Apparently same as 17th Filing.

26th Filing

November 6, 1934.....Effective November 6, 1934.
Letter dated November 5, 1934 changing packing data on radio wires.

27th Filing

(Compare with 25th Filing)

November 22, 1934.....Effective November 22, 1934.
CPR 3-34 (Rubber sheathed portables) cancelling CPR 2-34.
No change in list prices.
This filing merely adds one type wire to the list.

28th Filing

January 19, 1935.....Effective January 29, 1935.
Letter dated January 18 advising that price sheets effective October 17 (25th Filing) superseded special price list to mail order and national syndicate stores dated August 3 (not filed). This in effect cancels said special prices.

29th Filing

(Compare with 19th Filing)

February 7, 1935.....Effective February 17, 1935.
Issue FCX 1-35 (Wire for Christmas sets) cancelling issue of June 15, 1934.
List prices are down on one type and up on 3 types by fractional amounts.

COMPANY-#8

1st Filing

1. September 7, 1933 (Incomplete)
Sheet T 20-A6 (Fixture wire)
Bulletin P 106-1 (Terms and conditions of sale) and
Discount sheet.

Discounts:-

1. Wholesaler or jobber, any quantity.....List less 10%
2. Manufacturers..... " " 10
3. All other buyers.....List

Terms:- 2% 10th prox. net 60 days.

Delivery:- F.O.B. factory, freight allowed to destination on 100 lbs. or more.

11. All-rubber paralled-type PO-SJ
2 types listed.....
Discounts:-

1. Small users.....List
2. Large users and industrial companies with electrical departments-
   a. Less than 250 ft.....List less 15%
   b. 250 to 999 ft..... " " 35
   c. 1,000 to 4,999..... " " 40
   d. 5,000 ft. or more..... " " 44
3. Recognized jobbers, above discounts, less 5%
4. Distributors handling other #8 Company products, any quantity.....List less 50

Terms:- 1/2 of 1%, 10 days, net 30 days.

Delivery:- Freight allowed on 100 lbs. or more, east of Mississippi; $1.00 per 100 lbs. freight allowance west of Mississippi.

111. Radio hook-up wires; sheets 60 and 61 J.
Discounts:- None quoted

Terms:- 2% 10th prox. net EOM prox.

Delivery:- F.O.B. factory, freight allowed on 100 lbs. or more.

IV. Non-approved flexibles; sheet 70 J
Discounts:- None quoted
Terms and delivery:- Same as #1 above.

COMPANY-#8 (Continued)

2nd Filing

September 22, 1933.....Effective October 2, 1933
Sheet # T 21-6 (rubber sheathed portabled) (1st Filing)
T 24-1 (Non-approved flexibles) cancelling 70-J
For the type listed on previous sheet list prices are more than doubled.
T 20-7 (Fixture wire) cancelling T 20 A-6; prices more than doubled.
T 5-18 (Flexible cotton and rayon) (1st filing)
T 22-3 (Heater cords) (1st filing)
Bulletin P-106-2 (Terms and conditions of sale and
Discount Sheet
Discounts:-

1. Dealers.....List less 40%
2. Mfrs., less than 50,000 ft.,
   Class B Chains..... " " 58
3. Mfrs., 50,000 ft. or more Class A
   Chains and Jobbers..... " " 60
4. Wiring device mfrs. with Class A
   Chain listing operating under
   sales agency contracts..... " " 65
5. Note: Class A Chains not specified.

Terms:- 2% 10th prox. net 60 days.....

Delivery:- F.O.B. factory, freight allowed to destination on 100 lbs. or more.

Note: Two radio wire price sheets included with the above destroyed at company's request.

3rd Filing
(1st effective filing on these items)

October 6, 1933.....Effective October 15, 1933
Sheet T 63-2 (Radio wire)
T 64-2 (Radio lead in wire)
T 62-2 (Radio hook-up wire)
Bulletin P 106-2 (Terms and conditions of sale and
Bulletin P 107-3 (Discounts applying to this and 2nd filing)
Terms and delivery - same as 2nd filing

Discounts:-

1. Dealers, contractors, utilities, department
   stores.....List less 40%
2. Purchasing service companies-
   a. When billed by us..... " " 48
   b. " " by them..... " " 50
3. Mfrs. for use, less than 50,000 ft., Class
   B Chains, U. S. Government, railroads..... " " 58

COMPANY-#8 (Continued)

3rd Filing (Continued)

Discounts:- (Continued)

4. Mfrs. for use 50,000 ft. or more jobbers and Class A Chains.....List less 60%
5. Wiring device mfrs. with Class A Chains listing, operating under sales agency contracts..... " " 65%

Class A Chains are.-

Sears Roebuck & Company
Montgomery Ward & Co.
Scott Stores-Butler Bros.
S. S. Kresge Co.
S. B. Kress Co.
McCrory Stores Corp.
McLellan Stores Co.
H. L. Green Company
J. J. Newberry Company
F. W. Woolworth Company
G. C. Murphy Company
Neisner Bros., Inc.
Rose Stores
L. H. Fishman & Co. Inc.
W. T. Grant Co.

4th Filing

November 2, 1933.

Special prices to Class A Chains on five types of wire for shipment on or before December 15, 1933.

5th Filing

November 15, 1933. (Compare with 3rd Filing)

T 62-3 (Radio hook-up wire) cancelling T 62-2
T 63-3 (Radio wires) cancelling T 63-2
T 64-3 (Radio lead in wires) cancelling T 64-2
T 66-3 (Stranded radio lead in wire) - new listing.
Discount sheet P 111-1
25% increase in list prices on all the above types.
Discounts:-

1. Jobbers and Radio Mfrs. less than 500,000 ft. assorted.....List less 60%
2. Radio mfrs., 500,000 ft. and over, assorted and radio parts mfrs..... " " 68

6th Filing

November 24, 1933

Special packing information to accompany price lists of 5th filing.

COMPANY-#8 (Continued)

7th Filing
(Compare with 5th Filing)

December 1, 1933
List of 28 radio parts and aerial kit manufacturers entitled to the 68% discount.

8th Filing

December 5, 1933.
8 letters bearing dates from 10/31/33 to 11/20/33 filing list prices on special types of flexible cords. Apparently new products as no mention is made of previous filings but are subject to regular discounts.

9th Filing

December 6, 1933
3 letters dated 11/23/33 of the same nature as 8th filing.

10th Filing

December 14, 1933.
Change in packing data on stranded radio lead in wire.

11th Filing
(Compare with 2nd Filing)

January 5, 1934.....Effective January 15, 1934
Sheets T 5-19 (Flexible cotton and rayon) cancelling T 5-18 effecting a 25% reduction in list price on certain items.
T 24-8; additional size in 2 types and 10% reduction in list price on certain items, Heater cords.
T 24-2 (Non approved flexibles) cancelling T 24-1; effecting a 5 to 10% reduction in list price on certain items.
Bulletin P 107-4 (Discount sheet) cancelling P 107-3.
Bulletin P 106-3 (Terms and conditions) cancelling P 106-2.
Letter filing list prices of specially constructed flexible cords.
Discounts:-

1.	Less than 10,000 ft.....	List less 52%
2.	10,000 to 50,000 ft.....	" " 55
3.	50,000 to 200,000 ft.....	" " 58
4.	200,000 ft. or more, assorted-.....	" " 60
5.	Jobbers, any quantity.....	" " 60

Terms:- 2% 10th prox, net EOM prox.

Delivery:- No change

COMPANY-#8 (Continued)

12th Filing

January 10, 1934.....Effective January 20, 1934
Three letters dated January 3, 4 and 9 respectively quoting net prices on specially constructed flexible cords.

13th Filing

January 16, 1934.....Effective January 26, 1934
Three letters dated January 16, 1934 quoting list prices on specially constructed flexible cords.

14th Filing

January 18, 1934.....Effective January 28, 1934
Letter dated January 16 quoting list prices on specially constructed heater cord.

15th Filing

February 5, 1934.....Effective February 15, 1934
Letter dated 2/1/34 quoting list price on specially constructed flexible cord.

16th Filing
(Compare with 11th Filing)

February 6, 1934.....Effective February 16, 1934
Letter dated February 5 eliminating charge for braid combinations quoted on Sheet T 22-9.

17th Filing
(Compare with 11th Filing)

February 6, 1934.....Effective February 16, 1934
Bulletin P 107-5 (Discount sheet) cancelling P 107-4.
Discounts:-
Any quantity.....List less 60%

Note: This discount was originated by Company #25, effective February 4. All companies followed suit eventually, but since Company #8 did not file until after Company #25's effective date, they were forced to take the 10 days' waiting period.

18th Filing

February 9, 1934.....Effective February 19, 1934
Letter dated February 8, 1934 quoting list prices on specially constructed flexible cords.

COMPANY #8 (Continued)

19th Filing

(Compare with 17th Filing)

February 14, 1934.....Effective February 15,1934
(Meeting Company #16's filing, effective February 15, 1934)
Letter dated February 9, 1934 revising discounts as follows:
Company #8 distributors, 50,000 ft. or more....List less 60 and 5%.

20th Filing

(Compare with 19th Filing)

February 16, 1934.....Effective February 24, 1934.
(Meeting Company #25's filing #19 effective February 24, 1934)
Letter dated February 16 revising discounts as follows:
Company #8 distributors, any quantity;(Flex.Cords) - List less 60 and 5%.

21st Filing

(Compare with 5th Filing)

February 23, 1934.....Effective February 23, 1934
(Meeting Company #22's filing, effective February 10, 1934)
Letter dated February 20 revising discounts on radio wires as follows:
All buyers, any quantity.....List less 68%

22nd Filing

February 23, 1934. .....Effective March 5, 1934
Letter dated February 23, 1934 quoting list prices on specially constructed flexible cords.
Note: Withdrawn by letter of March 9.
Letter of February 27 agrees to discontinue filing on special constructions since no other manufacturer does.

23rd Filing

(Compare with 2nd and 11th)

March 15, 1934..... .....Effective March 24, 1934
Sheets FCA-T20(Flexible cotton and rayons) cancelling T 5-19
FCN-T-3 (Non-approved flexibles) cancelling T-24-2
RS-T-7 (Rubber sheathed portables) cancelling T 21-6
HC-T-10 (Heater cords) cancelling T 22-9
CF-T-9 (Fixture wires) cancelling T 20-8
FC-D-6 (Discount sheet) cancelling P-107-5
These sheets effect a general reduction of 50 to 60% in list prices.
Discounts:-
1. Jobbers, mail order houses, national syndicates....List less 5%
2. Manufacturers, 100,000 ft. or more..... ..... " " 5

COMPANY #8 (Continued)

24th Filing
(Compare with 5th & 21st Filing)

March 15, 1934.....Effective March 19, 1934
(Meeting Company #25's filing #24, effective March 15, 1934)
RAW-T-4 (Radio wires) cancelling 63-3, T 64-3 and T 63-3
RHU-T-4 (Radio hook-up wire) cancelling T 62-3
RAW-D-2 (Discount sheet) cancelling P 111-1
Reduction of 25% in list prices
Discounts:-
1. Less than 1,000,000 ft.assorted.....List less 60%
2. 1,000,000 ft. or more, assorted..... " " 65

25th Filing
(Compare with 24th Filing)

March 16, 1934.....Effective March 22, 1934
(Meeting Company #22's filing, effective March 22, 1934)
RAW-D-3 (Discount sheet) cancelling RAW-D-2
Discounts:-
1. Jobbers, chains and mail order houses...List less 60 and 5%
2. Other buyers, less than 50,000 ft.... .. " " 60
3. 50,000 to 999,999 ft..... " " 60 and 5
4. 1,000,000 ft. or more..... " " 65

26th Filing

March 27, 1934.....Effective April 7, 1934
Memo with a heading: "prices withdrawn from filings with the Supervisory Agency in letter of March 5."
This covers all the various and sundry specially constructed cords for which prices were previously filed.

27th Filing

(Compare with 24th & 25th Filings)

April 16, 1934.....Effective April 26, 1934
RAW-T-5 (Radio wires) cencelling RAW-T-4
RHU-T-5 (Radion hook-up wires) cancelling RHU-T-4
RAW-D-4 (Discount sheet) cancelling RAW-D-3
60% Reduction in list prices.
Discounts:-
1. Jobbers, chains and mail order houses,
any quantity.....List less 5%
2. Other buyers, assorted items
1,000 to 4,999 ft.....List plus 15%
3. 5,000 to 9,999 ft..... " " 10
4. 10,000 to 99,999 ft.....List
5. 100,0000 to 499,999 ft.....List less 5
6. 500,000 ft. or more..... " " 10

COMPANY #8 (Continued)

28th Filing
(Compare with 23rd Filing)

June 11, 1934.....Effective June 21, 1934
Sheet FC-D-7 (Discount sheet, all flexible cords except radio wires).
Discounts:

1. Jobbers, mail order houses, national syndicates....List less 5%
2. Mfrs., 100,000 ft. or more..... " " 5
3. All buyers, 500,000 ft. or more..... " " 10

Note: Special 5% commission to distributors on orders from manufacturers for 100,000 to 499,999 ft.

These discounts were originated by Company #33, April 13, 1934.

29th Filing

June 25, 1934.....Effective June 25, 1934
(Meeting Company #28A's filing, effective June 25, 1934)
Memo quoting special net prices to chain stores on 7 specified types, flexible cords. Also "5% additional discounts to warehouse".

30th Filing
(Compare with 27th Filing)

July 10, 1934.....Effective July 10, 1934
Sheet RAW-D-5 (Discount sheet, radio wires) cancelling RAW-D-4
(Meeting Company #37's filing, effective July 9, 1934)
Discounts:-

1. Jobbers, chains and mail order houses, and quantity.....List less 20%
2. Other buyers, assorted items 1,000 to 4,999 ft.....List
3. 5,000 to 9,999 ft.....List less 5%
4. 10,000 to 99,999 ft..... " " 15
5. 100,000 to 499,999 ft..... " " 20
6. 500,000 ft. or more..... " " 25

31st Filing

July 12, 1934.....Effective July 9, 1934
Letter confirming wire of July 6, making additional freight allowance on Government bids (Land Grant freight rates)

32nd Filing
(1st filing on this product

July 23, 1934.....Effective July 27, 1934
Sheet CFA-T-1; type AF (Fixture wire) and
CFA-D-1 (Discount sheet applying thereto).

COMPANY #8 (Continued
32nd Filing (Continued)

Discounts:-

1.	Less than 10,000 ft.. ....List less	52%
2.	10,000 to 49,999 ft..... " "	55
3.	50,000 to 99,999 ft..... " "	58
4.	100,000 or more..... " "	60
5.	Jobbers, any quantity..... " "	60

Also RAW-D-6 (Discount sheet, radio wires) cancelling RAW-D-5.
(30th Filing)
Discounts:-

1.	Jobbers, chains and mail order houses.....List less	5%
2.	Other buyers, assorted items, 1,000 to 4,999 ft.....List plus	15%
3.	5,000 to 9,999 ft..... " "	10
4.	10,000 to 99,999 ft.....List	
5.	100,000 to 499,999 ft.....List less	5
6.	500,000 and over..... " "	10

33rd Filing

July 23, 1934.....Effective July 23, 1934
(Meeting Company #28 A's filing, effective June 25, 1934)
Memo giving special net prices on 7 specified flexible cord types to chain stores. Also "5% additional discount to the trade".

34th Filing

October 5, 1934.....Effective October 8, 1934
(Meeting Company #29's filing, effective October 1, 1934)
Memo dated 10/8/34. "Delivery terms on orders for chain stores".
Delivery:- Full freight allowed-
(a) Shipments W.C.G. 50 lbs., $30 or more.
(b) Any weight or value within metropolitan areas of New York, Newark, Hoboken, Jersey City, Philadelphia, Chicago.

35th Filing
(Compare with 23rd Filing)

October 9, 1934.....Effective October 15, 1934
(Meeting Company #6's filing #19, effective 10/10/34, later made effective 10/15/35, by filing #20).
RS-T-8 (Rubber sheathed portables) cancelling RS-T-7
CF-T-10 (Fixture Wire) cancelling CF-T-9
FCN-T-4 (Non-approved flexibles) cancelling FCN-T-3
FCA-T-21 (Flexible cotton and rayon) cancelling FCA-T-20
HC-T-11 (Heater cords) cancelling HC-T-10
Prices on practically all items increased about 5%
No changes mentioned on terms, delivery or discounts.

COMPANY #8 (Continued)

36th Filing
(Compare with 35th Filing)

October 11, 1934.....Effective October 15, 1934
RS-T-9 (Rubber sheathed portables) cancelling RS-T-8
15% increase in list prices on certain items.
Note: Five items were increased, net prices apparently set by Company #25 in filing effective October 10, 1934.

37th Filing

November 8, 1934.....Effective November 8, 1934
Changes in packing data on radio wires.

38th Filing

December 4, 1934.....Effective December 5, 1934
(Meeting Company #37's filing, effective December 3, 1934.
RLI-T-1 (Special lead in wires).
List prices applicable only on 1,000,000 ft. or more.
Discounts:-
to jobbers - List less 5%

39th Filing

December 11, 1934.....Effective December 20, 1934
Section 12, page 3b (Special type PC-SJ, all-rubber) cancelling same page of 4/23/34. (Not in file).
Discounts, terms and conditions same as in 35th filing.

40th Filing

December 21, 1934..... Effective December 31, 1934
RAW-T-5a (Special radio lead in wire)
Discounts, terms and conditions same as in 30th filing.

41st Filing
(Compare with 33rd and 34th Filing)

January 16, 1935..... Effective January 26, 1935
FC-B-1 "additional terms and conditions of sale, national syndicates", cancelling the two above-mentioned filings.
Delivery: Full freight on
a. 50 lbs. wt. $30 value or more, W.C.G.
b. Any weight or value to metropolitan areas of New York, Newark, Hoboken, Jersey City, Philadelphia, Chicago.

42nd Filing

January 18, 1935.....Effective January 18, 1935
Memo dated 1/18/35 withdrawing Sheet RLI-T-1 (38th Filing)

COMPANY #8 (Continued)

43rd Filing

February 18, 1935.....Effective February 18, 1935
(Meeting Company #37's filing, effective February 18, 1935)
Section 12, page 3c (Special PO-SJ cord)
Discounts:-
To manufacturers - List less 20%.

Sheet FC-D-8 (Discount sheet flexible cords) cancelling FC-D-7 28th Filing)
Discounts:-
Jobbers, mail order houses, national syndicates (all classes of trade) - List less 15%.

COMPANY-#10

Original filing.....Effective September 7, 1933.
Bulletin #4823 (Radio hook-up wire).
Bulletin 4843 (Flexible cords).
4844 (Rubber sheathed cords).
4845 (Heater cords).
4842 (Terms and conditions of sale).
F-1 (Discount sheet).
Discounts:

1. Wholesalers or jobbers, any quantity.....List less 10%.
2. Mfrs., 50,000 ft. or more..... " " 10.
3. Chain store warehouses, 50,000 ft. or more..... " " 10.
4. Mfrs. and chain store warehouses, less than 50,000 ft.....List.
5. All other buyers..... "

Terms:

2% 10th prox. net EOM prox.

Delivery:

FOB Factory, freight allowed to destination, 100 lbs. or more.

2nd Filing

October 2, 1933.....Effective October 2, 1933.
Meeting Company #8's 2nd Filing, effective 10/2/33.
Bulletin #4863 (Radio hook-up wires). (Apparently supplements #4823 of the 1st Filing).
4857 (Rubber sheathed portables) superseding 4844.
4858 (Heater cords) superseding 4845.
4859 (Flexible cords) superseding 4843.
All list prices more than doubled.
Discounts:

1. Dealers.....List less 40%.
2. Mfrs., less than 50,000 ft. and Class B Chains " " 58.
3. Mfrs., 50,000 ft. or more, Class A Chains & Jobbers..List less 60.
4. Wiring device mfrs. with Class A Chains listing with sales agency contracts.....List less 65.

3rd Filing

October 27, 1933.....No effective date mentioned.
Bulletin 4874 (Special construction heater cord).
Terms,conditions and discounts same as 2nd Filing.

4th Filing

November 9, 1933.....No effective date mentioned.
Bulletin 4879 (Special construction rubber sheathed cord).
Terms, conditions and discounts same as 2nd filing.

5th Filing
(Compare with 2nd Filing)

January 12, 1934.....Effective January 13, 1934.
Meeting Company #25's 9th filing, effective January 13, 1934.
Bulletin R 4925 (Rubber sheathed portables) superseding 4857.
R 4926 (Heater cords) superseding 4858.
R4927 (Flexible cords) superseding 4859.
4861 (Terms and conditions).
4929 (Discount sheet).
List prices on a few items decreased by amounts ranging from practically nothing to as much as 35%.
Discounts:
Applying to this filing and Bulletin 4863 (2nd Filing).

1. To all buyers, less than 10,000 ft...List less 52%.
2. 10,000 to 50,000 ft..... " " 55.
3. 50,000 to 200,000 ft..... " " 58.
4. 200,000 ft. or more, assorted..... " " 60.
5. Jobbers, any quantity..... " " 60.

6th Filing

January 22, 1934.....Effective February 1, 1934.
Bulletin R 4834 (Radio hook-up wire, special construction).
Discounts: As per the 5th Filing.

7th Filing.

February 15, 1934.....Effective February 16, 1934.
Meeting Company #8's 17th filing, effective February 16, 1934.
Bulletin 4967 (Discount sheet) superseding 4929.
Discounts:
All buyers, any quantity.....List less 60%.

8th Filing
(Compare with 7th Filing)

March 8, 1934.....Effective March 5, 1934.
Meeting Company #18's filing, effective March 5, 1934.
Note: Made effective by telegram of March 5.
Bulletin 4974 (Discount sheet) superseding 4967.
Discounts:

1. Jobbers, chains, mail order houses.....List less 60 and 5%.
2. Mfrs., 50,000 ft. or more..... " " 60 and 5.
3. All others..... " " 60.

9th Filing
(Compare with 5th Filing)

March 17, 1934.....Effective March 24, 1934.
Meeting Company #8's 23rd filing, effective March 24, 1934.
Bulletin R 4977 (Rubber sheathed portables) superseding R 4925.
R 4978 (Flexible cords) superseding R 4927.
R 4979 (Heater cords) superseding R 4926.
SAN 8 (Discount sheet).
List prices reduced approximately 60%.
Discounts:

1. Jobbers, mail order houses, nat'l. syndicates.....List less 5%.
2. All buyers, 100,000 ft. or more, aggregate..... " " 5.
3. Distributors, 5% commission, orders from manufacturers, 100,000 ft. or more.

10th Filing.
(Compare with 9th Filing)

April 17, 1934.....Effective April 13, 1934.
Meeting Company #33's filing effective April 13, 1934.
Note: Made effective by telegram of April 12.
Bulletin SAN 17 (Discount sheet) superseding SAN 8.
Discounts:

1. Jobbers, mail order houses, nat'l syndicates.....List less 5%.
2. Mfrs., 100,000 to 499,999 ft..... " " 5.
3. All buyers, 500,000 ft. or more..... " " 10.
4. To distributors, 5% commission on orders from manufacturers, 100,000 ft. to 499,999 ft.

11th Filing
(Compare with 2nd Filing)

April 28, 1934.....Effective April 26, 1934.
Meeting Company #8's filing #27, effective April 26, 1934.
Note: Made effective by telegram of April 25.
Bulletin 4999 (Radio hook-up wires) superseding 4863.
5000 (Radio wire) superseding 4864 (not filed).
5001 (Discount sheet, radio wires).
List prices reduced approximately 60%.
Discounts:

1. Jobbers, chains and mail order houses.....List less 5%.
2. Other buyers, assorted items-
   a. 1,000 to 4,999 ft.....List plus 15.
   b. 5,000 to 9,999 ft..... " " 10.
   c. 10,000 to 99,999 ft..... "
   d. 100,000 to 499,999 ft..... " ess 5.
   e. 500,000 ft. or more..... "

12th Filing

June 25, 1934.....Effective July 3, 1934.
Bulletin R 5030 (Special construction, heated cord).
Discounts: "Per Bulletin #5008" (Not filed).

13th Filing

June 26, 1934.....Effective July 5, 1934.
Bulletin R 5029 (Special construction rubber sheathed cord).
Discounts: "Per Bulletin #5008" (Not filed).

14th Filing

July 3, 1934.....Effective July 3, 1934.
Meeting Company #28A's filing, effective 6/25/34.
SAN 30.
Special prices on 6 specified items to chain stores, mail order houses, and national syndicates.
Terms:
2% 10 days, net 30.
5% additional discount on warehouse shipments.

15th Filing
(Compare with 11th Filing)

July 5, 1934.....Effective July 9, 1934.
Meeting Company #37's filing, effective July 9, 1934.
SAN 32 (Terms and conditions of sale and discounts on radio wires).
No change in terms.
Discounts:
1. Jobbers, chains, mail order houses.....List less 20%.
2. Other buyers, assorted items-
   a. 1,000 to 4,999 ft.....List.
   b. 5,000 to 9,999 ft..... " less 5.
   c. 10,000 to 99,999 ft..... " " 15.
   d. 100,000 to 499,999 ft..... " " 20.
   e. 500,000 ft. or more..... " " 25.

16th Filing

July 9, 1934.....Effective July 9, 1934.
Telegram dated July 9 making additional freight allowance on Government bids. (Land Grant freight rates)

17th Filing
(Compare with 11th and 15th Filings)

August 8, 1934.....Effective August 18, 1934.
Meeting Company #25's 33rd filing, effective 7/27/34.
Bulletin 5050 (Radio lead in wires) (1st filing).
SAN 35 (Discount sheet-radio wires) superseding SAN 32.
Discounts:

1. Jobbers, chain stores, mail order houses...List less 5%.
2. Other buyers, assorted items-
   a. 1,000 to 4,999 ft.....List plus 15.
   b. 5,000 to 9,999 ft..... " " 10.
   c. 10,000 to 99,999 ft..... "
   d. 100,000 to 499,999 ft..... " less 5.
   e. 500,000 ft. or more..... " " 10.

18th Filing

October 22, 1934.....Effective October 22, 1934.
Bulletin R 5085 (Special construction heater cord) superseding R 5030 (12th filing).
Bulletin 5084 (Discount sheet) superseding 5008 (Not filed).
Note: Last discount sheet filed covering flexible cords was SAN 17, filed April 17.
Discounts:

1. Jobbers, mail order houses, national syndicates.....List less 5%.
2. All buyers, 100,000 ft. or more, aggregate " " 5.
3. 500,000 ft. or more..... " " 10.
4. To distributors, 5 % commission, orders from manufacturers, 100,000 ft. or more.

19th Filing
(Compare with 18th Filing)

October 24, 1934.....Effective October 24, 1934.
Bulletin R 5087 (Special construction heater cord) superseding R 5085.

20th Filing

October 24, 1934.....Effective October 24, 1934.
Meeting Company #23's filing #26, effective October 23.
Bulletin SAN 41 (Special construction lamp cord).
Discounts:
Same as 18th Filing.

21st Filing
(Compare with 9th Filing)

October 26, 1934.....Effective October 26, 1934.
Meeting Company #6's filing #19, effective 10/10/34.
Bulletin R 5070 (Rubber sheathed portables) superseding R 4977.
R 5071 (Flexible cords) superseding R 4978.
R 5072 (Heater cords) superseding R 4979.
R 5069 (Terms and conditions) superseding 4861.
List prices increased approximately 5%.

22nd Filing
(Compare with 21st Filing)

October 29, 1934.....Effective October 29, 1934.
Meeting Company #8's filing effective 10/15/34.
Bulletin R 5092 (Rubber sheathed cords) superseding R 5070.
List prices on all sizes of one type increased 15 to 20%.

23rd Filing

November 9, 1934.....Effective November 9, 1934.
Meeting Company $22's filing effective November 1, 1934.
Bulletin 5099.
Changes in packing data on radio wires.

24th Filing

November 16, 1934.....Effective November 19, 1934.
Letter dated November 14 cancelling Bulletin SAN 30 (14th Filing).

25th Filing

December 3, 1934.....Effective December 13, 1934.
Bulletin R 6003 (Special construction, all rubber cords).
Discounts: Same as in 18th Filing.

26th Filing

December 7, 1934.....Effective December 17, 1934.
Bulletin SAN 46 (Special construction tinsel cord).
Discounts: Not quoted.

27th Filing

December 10, 1934.....Effective December 20, 1934.
Bulletin R 6009 (Special construction rubber sheathed cord) superseding R 6047.
Note: 5047 not filed; last filing on this item was the 13th.

COMPANY #12

September 7, 1933.
Price sheet #300 (Fixture wire).
#400 (Heater Cords).
#200 (Flexible cords).
Discount sheet #1.
Discounts:-

1. Applying to price sheets 200 and 400-
   a. Wholesalers or jobbers, any quantity .. List Less 10%
   b. Mfrs., 50,000 ft. or more ..... " " 10
   c. Mfrs., less than 50,000 ft..... List
   d. Chain store warehouses, 50,000 ft..... List less 10 or more
   e. Some, less than 50,000 ft..... List
   f. All other buyers, any quantity..... List
2. Applying to price sheet 300-
   a. Wholesalers or jobbers, any quantity... List less 10%
   b. Mfrs. of lighting fixtures and electrical appliances..... List less 10
   c. All other buyers, any quantity ..... List

Terms:- 2% cash, 10th prox. net 60 days.

Delivery:- f.o.b. factory, freight allowed to destination, 100lbs or more.

2nd Filing

October 26, 1933.
Sheet #201 (Flexible cords) superseding #200.
800 (Non-approved flexibles) (1st filing).
301 (Fixture wire) superseding 300.
600 (Radio hook-up wire) (1st filing).
700 (Radio wires) (1st filing).
Bulletin #2 (Terms and discounts).
List prices on flexible cords and fixture wires more than doubled.
Discounts:- Applying to all of the above sheets-

1. Dealers, contractors, utilities, department stores..List Less 40%
2. Purchasing service companies-
   When billed by us.....List less 48%
   When billed by them..... " " 50
3. Mfrs. for use, less than 50,000 ft., class B Chains, U.S. Gov't, and Railroads..... " " 58
4. Mfrs. for use, 50,000 ft., or more, jobbers Class A Chains..... " " 60
5. Wiring device mfrs. with Class A Chains listing with sales agency contracts..... " " 65

Terms:- 2% 10th prox. not EOM prox.

COMPANY #12 (continued)

3rd Filing
(Compare with 2nd Filing)

January 15, 1934 .....Effective January 25, 1934
Sheet #601 (Radio hook-up wire) cancelling 600.
701 (Radio wires) cancelling 700.
900 (Radio lead in wires) (1st filing on this item).
List prices increased approximately 25%.
Discounts: Radio wires-

1. Jobbers	List less	60%
2. Radio mfrs., less than 500,000 ft. assorted	" "	60
3. Radio mfrs., 500,000 ft. or more assorted	" "	68
4. Radio parts mfrs.....	" "	68

Flexible Cords-Non-approved flexibles and fixture wires-

1. All buyers, less than 10,000 ft...	List less	52%
2. Less than 50,000 ft.....	" "	55
3. 50,000 ft. or more	" "	58
4. 200,000 ft.or more	" "	60
5. Jobbers, any quantity	" "	60

4th Filing
(Compare with 2nd Filing)

January 25, 1934 ..... Effective February 4, 1934.
Sheet #202 (Flexible cords) superseding 201.
15% reduction in list price on a few items.
Discounts:- As per 3rd Filing.

5th Filing
(Compare with 3rd Filing)

February 6, 1934 ..... Effective February 16, 1934.
Bulletin #5 (Discount sheet-radio wires).
Discounts:-

1. Jobbers, any quantity .....List less		60%
2. Mfrs., less than 500,000 ft. assorted	" "	60
3. Mfrs., 500,000 ft. or more, assorted.	" "	68
4. Radio parts mfrs.....	" "	68

(Same as 3rd Filing)

COMPANY #12 (continued)

6th Filing

March 24, 1934 meeting Co. #8's filing, #23 effective March 24, 1934.
Sheet #203 (Flexible cords) cancelling 202 (4th Filing).
302 (Fixture wires) cancelling 301 (2nd Filing).
801 (Non-approved flexibles) cancelling 800 (2nd Filing).
Bulletin #7 (Discount sheet).
List prices reduced approximately 60%.
Discounts:-

1. Jobbers, mail order houses, nat'l syndicates.. List less 5%.
2. Mfrs., 100,000 ft. or more ..... " " 5
3. All others ..... Net.

7th Filing
(Compare with 3rd Filing)

April 2, 1934 ..... Effective April 5, 1934.
Meeting Co. #22's filing, effective date March 22, 1934.
Sheet #602 (Radio hook-up wires) cancelling 601.
Bulletin #8 (Discount sheet applying to this filing) and
Sheet #702 (Radio wires) - Not filed.
List prices reduced approximately 25%.
Discounts:-

1. Jobbers, chains and mail order houses, any quantity--List less 60 &5%
2. Other buyers, less than 50,000 ft..... " " 60
3. 50,000 to 999,999 ft.. ..... " " 60 & 5
4. 1,000,000 ft. or more..... " " 65

Above discounts may be obtained on assorted items.

8th Filing
(Compare with 3rd and 7th Filings)

April 26, 1934 .....Effective April 26, 1934
Meeting Co. #8's filing #27, effective date April 26, 1934.
Sheet #603 (Radio hook-up wires) cancelling 602.
703 (Radio wires) cancelling 701.
List prices reduced approximately 60%.
Discounts:-

1. Jobbers, chains, and mail order houses, any quantity, List less 5%
2. Other buyers, assorted items--
   a. 1,000 to 4,999 ft..... " plus 15.
   b. 5,000 to 9,999 ft..... " " 10
   c. 10,000 to 99,999 ft..... "
   d. 100,000 to 499,999 ft..... " less 5.
   e. 500,000 ft. or more ..... " " 10.

9th Filing
(1st Filing on this item)

May 17, 1934 .....Effective May 27, 1934.
Sheet #1000 (Rubber sheathed portable cords)
Discounts:- Not quoted.

COMPANY #12 (Continued)

10th Filing

June 8, 1934
Letter dated May 31 -
"Amendment to terms and conditions of sale to Navy Department on account of bill passed by Congress known as the Vinson Bill."

11th Filing
(Compare with 1st, 6th and 9th Filing)

October 29, 1934,
(Meeting Company # 25's filing # 37 Effective October 29, 1934, effective October 10, 1034).
Sheet #204 (Flexible cords) superseding 203.
List prices increased about 5%.
303 (Fixtures wire) superseding 302.
List prices increased about 5%.
401 (Heater cords) superseding 400.
General revision of prices, some up, some down, but as much as 6% either way. A few types added.
802 (Non-approved flexibles) superseding 801.
List prices on nearly all items increased approximately 5%.
1001 (Rubber sheathed portables) superseding 1000.
List prices increased about 20%.
Discounts:-

1. Jobbers, mail order houses, nat'l. syndicates... List less 5%
2. Mfrs., 100,000 to 499,999 ft..... " " 5
3. All buyers, 500,000ft. or more..... " " 10

12th Filing

November 22, 1934.
Letter dated November 13th effecting changes in packing data. Effective November 22, 1934.

13th Filing
(Compare with 3rd Filing)

December 6, 1934.
901 (Radio lead in wires) cancelling 900. Effective December 6, 1934.
List prices reduced approximately 75%
Discounts: - Same as other radio wires (See 8th Filing).

COMPANY - #23
1st Filing

September 7, 1933.....Effective September 7, 1933.

I. Sheets CW 431 (Cords and Portables), CW 422 CW 422 special, and two memos - discounts.

Discounts:-

1. Suggested resale, all quantities, trade price.
2. #23 Company distributors, list less 10%.
3. Manufacturers for use - 50,000 ft. or more, list less 10%.
4. #23 Company distributors selling manufacturers -
   a. Less than 50,000 ft. list less 10%.
   b. 50,000 ft. or more, list less 10 and 5.
5. #14 Company - list less 10 and 10

   Note: Sells under own trade name. 10% is in lieu of advertising and is commission and handling profit.

II. Sheet WW 59-D (Heater Cords types HPD and HC); also discount sheets CWW 11-A. and CWW 11.

Discounts:-

1. #14 Company- (See Note above) -.....List Less 10 and 10.
2. #23 Company distributors..... " " " " 5.
3. Wholesalers or jobbers..... " " ".
4. Manufacturers, 50,000 ft. or more... " " ".

III. Sheet WW 60-D (Fixture wire) and discount sheets CWW 11 and CWW 11-A.

Discounts:-

1. #14 Company - (See Note above) -....List less 10 and 10.
2. #23 Company distributors..... " " 10 " 5.
3. Wholesalers or jobbers..... " " 10.
4. Lighting fixtures manufacturers..... " " 10.
5. Appliances manufacturers..... " " 10.

IV. Sheet WW 61 (Lead in wire) and discount sheet CWW 11.

Discounts:-

1. #23 Company distributors.....List less 10 and 5.
2. Wholesalers or jobbers..... " " 10.
3. Lighting fixture manufactures..... " " 10.
4. Appliance mfrs..... " " 10.

V. Sheet WW 62 (Heater cord styles A, C and D) and discount sheet CWW 11.

Discounts:-

1. #23 Company distributors.....List Less 10 and 5.
2. Wholesalers or jobbers..... " " 10.
3. Manufacturers, 50,000 or more..... " " 10.

VI. Sales Terms:-

1. Trade prices are per one thousand feet.
2. Delivery - F.O.B. factory. Freight allowed to destination on 100 lbs. or over.
3. Terms - 2% 10th prox. net 30 days.

2nd Filing

October 17, 1933.

To meet Company #8's Filing 2 .....Eff. Oct. 2, 1933.
CW 433 (Cords and Portables) superseding CW 431.
CW 434 and 454 special (discount sheets) superseding CW 422 and CW 422 special respectively.
List prices approximately doubled.
Discounts:-

1. Suggested resale to dealers.....List Less 40%
2. #23 Company distributors, any quantity..... " " 60
3. Mfrs. for use, less than 50,000 ft..... " " 58
   " " greater than 50,000....." " 60
4. #23 Company distributors selling mfrs. as above
   a. Less than 50,000 ft.....List Less 58 and 5
   b. 50,000 or more..... " " 60 and 5

Terms:-
2% 10th prox. net 60 days.
(Note: 2nd & 3rd filing equal 2nd filing of Company #8.)

3rd Filing
(Compare with 1st filing)

October 20, 1933.

I. Sheets YK 59-E (Heater Cords type HPD and HC) superseding YK 59-D.
YK 60-E (Fixture wire) Superseding YK 60-D.
YK 61-A (Lead wire) superseding YK 61.
CYK 13 (Discount sheet)
List prices approximately doubled.
Discounts:-

1. #23 Company distributors, any quantity...List less 63%
2. Wholesalers, jobbers and Class A chains, any quantity, & Manufacturers for use 50,000 or more..... " " 60
3. Railroads, U. S. Government & Class B chains, any quantity, & Manufacturers for use, less than 50,000 ft.....List Less 58
4. Dealers, central stations, electrical contractors and all other buyers, any quantity..... List Less 40
5. Wiring device mfrs. or others operating under sales agency contracts having listing with Class A chains..... List Less 65
6. #23 Company distributors - sales to Class 5 buyers.....List Less 65 & 5.

II. Sheet YK 62 (Heater Cords, styles A, C and D) and discount sheet CYK 13.
No change from previous filing.

4th Filing
(1st filing on this product)

November 21, 1933

Sheets CW 438 and CW 439 (Radio wires)
CW 440, 441 (Radio lead in wires) and
CW 442 (Discount sheet)

Discounts:-
1. Suggested resale
   a. Radio mfrs., less than 500,000 ft....List Less 60%
      500,000 or over..... " " 63
   b. Radio parts mfrs., 500,000 ft. or over" " 63
2. #23 Company distributors, any quantity..... " " 50

CW 443 special superseding CW 434 special (second filing) - discount sheet -- cords and portables.
Discounts:-
1. Mfrs. for use, less than 50,000.....List Less 58%
   50,000 or more..... " " 60
2. #23 Company distributors selling mfrs. as above -
   differential of 5%
3. Wiring device mfrs. with listing with Class A chains..... List Less 65%

Note: Class A Chains

Sears Roebuck & Co.	W. T. Grant Co.
Scott Stores-Butler Bros.	Montgomery Ward & Co.
S. H. Kress Co.	S. S. Kresge Co.
McLellan Stores Co.	McCrory Stores Corp.
J. J. Newberry Co.	H. L. Green Co.
G. C. Murphy Co.	F. W. Woolworth Co.
Rose Stores	Neisner Bros. Inc.
	M. H. Fishmen Co., Inc.

(Note: Apparently meeting Company #8's filing 3 and 5 in part.)

5th Filing

December 14, 1933.
Sales policy on radio wires.
Standard terms and delivery.

6th Filing
(Compare with 4th filing)

December 27, 1933.
Sheet CW 449 special (Discounts on Cords and Portables) superseding CW 443 special.
Discounts:-
1. Mfrs. for use - Less than 50,000 ft.....List Less 58%
   50,000 ft. or more..... " " 65
2. #23 Company distributors selling mfrs. as above -
   Differential of 5%

3. Wiring device mfrs. with Class A chains listing, any quantity.....List Less 65%
(Note: Class A Chains same as in 4th filing.)

7th Filing
(Compare with 4th filing)

January 4, 1934.....Effective January 14, 1934.
Sheet CW 450 (radio lead in wire) superseding CW 441.
No changes in list prices; only change in packing data.

8th Filing
(Compare with 2nd filing)

January 10, 1934.....Effective January 13, 1934.
To meet Company #25's Filing 9.....Effective January 13, 1934.
Sheet CW 452 (Cords and Portables) superseding CW 433 and
Discount sheet CW 451 superseding CW 433 and CW 449.
10 to 15% reduction in list prices on certain items.
Discounts:-

1. To all buyers-
   a. Less than 10,000 ft.....List less 52%
   b. 10,000 to 49,999..... " " 55
   c. 50,000 to 199,999..... " " 58
   d. 200,000 or more..... " " 60
2. To #23 company distributors, all quantities..... " " 60
3. To #23 company distributors, 200,000 ft. or more, order placed on factory for full amounts. " " 60 and 5.

Terms:- 2% 10th prox, net EOM prox.

9th Filing
(Compare with 3rd filing)

January 11, 1934.....Effective January 27, 1934.
Note: This filing received January 11, 1934, was short 15 copies and was held up until they were received on January 17. It then became effective 10 days from receipt of sufficient copies for distribution, or January 27.
YK-59-F (Deltabeston Heater Cord) superseding YK 59-E.
10 to 15% reduction in certain items.
YK 60-E - reprint, no change.
Discounts:-

1. To all buyers-
   a. Less than 10,000 ft.....List less 52%
   b. 10,000 to 49,999..... " " 55.
   c. 50,000 to 199,999..... " " 58.
   d. 200,000 or more..... " " 60.
2. To #23 company distributors, all quantities..... " " 60.
3. To #23 company distributors, 200,000 ft. or more, order placed on factory for full amount..... " " 60 and 5.

Terms:- 2% 10th prox. net 60.

Also CW 452-A - "All-rubber" cord.

10% reduction on size #18; no other change from 8th filing.

10th Filing

February 1, 1934..... .....Effective February 7, 1934.
CW 455 - radio hook-up wires of special construction.
2 types listed; no comparison possible as these are special jobs.

Discounts:-
1. To all buyers.
   a. Less than 10,000 ft.....List Less 52%
   b. 10,000 to 49,999..... .... " " 55
   c. 50,000 to 199,999..... " " 58
   d. 200,000 or more..... " " 60
2. To #23 Company distributors, all quantities..... " " 60.

Terms:- 2% 10th prox. net 60.

11th Filing
(Compare with 8th Filing)

February 9, 1934.....Effective February 12, 1934.
To meet Company #13's Filing.....Effective February 12, 1934.
Discount sheet CW 456 (Cords and Portables) superseding CW 451.
Discounts:- Suggested resale
1. To all buyers, any quantity..... .....List Less 60%
2. To #23 company distributors, any quantity..... " " 60 and 5.

Terms:- 2% 10th prox. net EOM prox.

12th Filing

February 14, 1934.....Effective February 23, 1934.
(Due to financial operation of Government.)
Letter cancelling interest charge on orders from U. S. Government.

13th Filing
(Compare with 4th filing)

February 14, 1934.....Effective February 24, 1934.
Discount sheet CYK 17 superseding CYK 15.
Discounts:-
1. Applying to heater cords-
   a. On orders less than 25,000 ft.....List Less 56%
   b. 25,000 ft. or more..... " " 60%
   c. To all jobbers, any quantity..... " " 60%

2. Applying to Fixture Wires-

a.	Orders less than 10,000 ft.....	List	Less 52%
b.	10,000 to 49,999.....	"	" 55%
c.	50,000 to 199,999.....	"	" 58%
d.	200,000 or more.....	"	" 60%
e.	All jobbers, any quantity.....	"	" 60%
f.	To jobbers for order in Class D placed on factory for full amount.....	"	" 60 and 5.

Terms: 2% 10th prox. net EOM prox.

14th Filing
(Compare with 4th filing)

March 6, 1934..... Effective March 16, 1934.
CW 459 (radio wires) superseding CW 439; also radio wire sales policy.
General reduction of 20% in list prices.
Discounts:-
No change mentioned from previous filing on these items.
Terms:
2% 10th prox. net 60 days.

15th Filing
(Compare with 4th filing)

March 15, 1934.....Effective March 19, 1934.
To meet Company #25's Filing 24.....Effective March 15, 1934.
Discount sheet CW 462 (radio wires) superseding CW 442.
Discounts:- All customers -

1.	Less than 1,000,000 ft.....	List	less 60%
2.	1,000,000 ft. or more.....	"	" 65%

Terms:
2% 10th prox. net 60.

16th Filing

I. March 22nd 1934.....Effective March 24, 1934.
To meet Company #8's Filing 23.....Effective March 24, 1934.
YK 36-B (fixture wire); and CYK 18 (discount sheet)
No mention is made of previous sheets
(Note: Discount sheet met Company #8 discounts but added one other which did not amount to much.)
Discounts:-

1.	To jobbers -		
a.	Less than 100,000 ft.....	List	Less 5%.
b.	100,000 ft. or more, order by manufacturer for use.....	"	" 5 and 5.
2.	Manufacturers for use, 100,000 ft. or more....	"	" 5.
3.	All other buyers, any quantity.....	List	

Terms:-
2% 10th prox. net EOM prox.

II. March 24, 1934.....Effective March 24, 1934.
To meet Company #8's Filing 23.....Effective March 24, 1934.
CW 463 (Cords and Portables) superseding CW 452 and CW 452-A (9th Filing)
also CW 464 (Discount sheet) superseding CW 458 (11th Filing)
Approximately 60% reduction in list prices.
Discounts:- Suggested resale-

1. Jobbers, mail order houses, national syndicates.....List Less 5%
2. Manufacturers 100,000 ft. or more..... " " 5.
3. #23 Company distributors, any quantity..... " " 5.

17th Filing
(Compare with 13th filing)

April 7, 1934..... Effective April 17, 1934.
CYK 19 (Discount sheet, Fixture Wires) applying to price sheet YK 60-E superseding CYK 17.
Discounts:-

1. Any order less than 10,000 ft.....List Less 52%
2. 10,000 to 49,999..... " " 55.
3. 50,000 to 99,999..... " " 58.
4. 100,000 or more..... " " 60.

Terms:-
2% 10th prox. net EOM prox.

18th Filing
(Compare with 9th filing)

April 14, 1934..... Effective April 16, 1934.
To meet Company #35's Filing..... Effective April 15, 1934.
YK 59-G (Deltabeston heater cord) superseding YK 59-F, list prices reduced approximately 60%.
YK 60-E (fixture wire) - Only change from previous filing is the addition of one type wire.

19th Filing
(Compare with 15th filing)

April 14, 1934.....Effective April 23, 1924.
CW 468 (discount sheet, radio wire) superseding CW 462.
Discounts:-

1. Less than 50,000 ft..... List Less 60%
2. 50,000 to 999,000..... " " 60 and 5.
3. 1,000,000 or more..... List Less 65.

Terms:- 2% 10th prox. net 60.

20th Filing

April 23, 1934..... Effective April 26, 1934.
To meet Company #8's filing 27.....Effective April 26, 1934.

CW 469 (radio hook-up) superseding CW 438 (4th filing)
60% reduction in list prices.
CW 470 (radio wires) superseding CW 459 (14th filing)
60% reduction in list prices.
CW 471 (discount sheet) superseding CW 468 (19th filing)
CW 472 (terms and conditions of sale) superseding sheet of 3/15/34.

Discounts:- All customers -

1. 1,000 to 4,999 ft.....List plus 15%
2. 5,000 to 9,999..... " " 10.
3. 10,000 to 99,999..... "
4. 100,000 to 499,999..... " less 5%.
5. 500,000 and over..... " " 10.

Terms:- 2% 10th prox. net EOM prox.

21st Filing
(Compare with 16th filing)

July 3, 1934..... Effective July 13, 1934.
CW 479 (discount sheet-cords and portables) superseding CW 464.

Discounts:- Suggested resale - To all buyers -

1. Jobbers..... List Less 5%.
2. Manufacturers 100,000 to 499,999..... " " 5 .
   500 or more..... " " 10 .
3. #23 Company distributors, any quantity

Terms:- 2% 10th prox. net EOM prox.

22nd Filing

July 9, 1934..... Effective July 9, 1934.
Telegram making an additional freight allowance on Government bids, (Land Grant Freight rates)

23rd Filing
(Compare with 20th filing)

July 11, 1934..... Effective July 21, 1934.
CW 480 (discount sheet, radio wire) superseding CW 471.

Discounts:- To all customers -

1. 1,000 to 4,999 ft..... List.
2. 5,000 to 9,999..... List less 5%.
3. 10,000 to 99,999..... " " 15.
4. 100,000 to 499,999..... " " 20.
5. 500,000 and over..... " " 25.

24th Filing

August 8, 1934.....Effective August 18, 1934.
AE 222 (radio wires) supplementing CW 470 (20th filing).

CW 482 (radio wire discount sheet) superseding CW 480 (23rd filing).
10% reduction in list prices on certain items.

Discounts:- To all customers -

1.	1,000 - 4,999 ft.....	List plus 15%.
2.	5,000 - 9,999.....	" " 10.
3.	10,000 - 99,999.....	"
4.	100,000 - 499,999.....	" less 5.
5.	500,000 and over.....	" " 10.

25th Filing

October 10, 1934..... Effective same date.
To meet Company #6's filing 19 Effective October 10, 1934.
YK 59-H (Deltabeston Heater Cord) superseding YK 59-G (18th filing)
CYK 25 (Discount sheet) superseding CYK 23. (Never received)
Also additional sheet YK 59-H, correcting 2 prices as listed on the original 59-H.
5% increase in list prices effective by this filing.

Discounts:- Suggested resale -

1.	Jobbers and mail order houses.....	List Less 5%.
2.	Manufacturers, 100,000 ft. or more.....	" " 5.
3.	#23 Company distributors, any quantity.....	" " 5.

5% commission allowed to #23 Company distributors on quantity orders from manufacturers.

Terms:- 2% 10th prox. net EOM prox.
(Note: #23 Company does not meet the discount of 10% for 500,000 or more to all buyers.)

26th Filing

October 13, 1934..... Effective October 23, 1934.
CW 485 (Special parallel all-rubber lamp cord; 2 new types not previously listed).
Also CW 486 (Cords and Portables) superseding CW 463 (16th filing).
General increase of 5% in list prices.

Discounts:- For both - same as previous filings on cords and portables.

Terms:- 2% 10th prox. net EOM prox.

27th Filing
(Compare with 20th filing)

November 7, 1934..... Effective same date.
To meet Company #22's Filing..... Effective November 1, 1934.
CW 488 supplementing CW 472
On radio wires-deductions for other than standard packages.

28th Filing
(Compare with 26th filing)

November 26, 1934..... Effective same date.
CW 489 (Special lamp cord) superseding CW 485.
5% increase in list prices of the 2 special types listed.
No change in discounts or terms.

29th Filing
(Compare with 20th filing)

December 4, 1934..... Effective same date.
To meet Company #37's Filing..... Effective December 3, 1934.

CW 491 (radio lead in wires) supplementing CW 470.
Reduction of 25 to 40% in list prices of 7 types on orders of 1,000,000 ft. or over.

Discounts:- To distributors - List less 5%

30th Filing

December 22, 1934..... Effective same date.
YK 59-1 (Deltabeston Heater Cord) superseding YK 59-H (25th Filing).
YK 60-F (Deltabeston Mixture Wire) superseding YK 60-E (18th Filing).
No change from previous filings.
(Note: Deductions made from net prices instead of from list prices).

31st Filing
(Compare with 29th filing)

January 26, 1935..... Effective same date.
Letter withdrawing CW 491 covering special prices, radio lead in wires-1,000,000 ft. or more.

32nd Filing
(Compare with 21st filing)

February 16, 1935.....Effective February 18, 1935.
To meet Company #37's filing.....Effective February 18, 1935.
CW 492 (Discount sheet, Cords and Portables) superseding CW 479.
Covers 6 specified types of wires.

Discounts:-
1. #23 Company distributors.....List less 15%
2. #23 Company distributors on all other types..... " " 5.

Terms:- 2% 10th prox. net 30th prox.

COMPANY #25

Original Filing
September 7, 1933.
Sheet S and SJ 101 (Rubber sheathed portables).
Pyro 101 (Fixture wire).
XY 101 (Non-approved flexibles).
LC 101 (Flexible cotton and rayon).
Telep 101 (Canvasite wire).
Xmas wires (Special wires for Christmas sets).
Radio 130 (Radio lead in wire).
HC 101 (Heater cord).
Bulletin SP-1 (Terms and conditions of sale and discounts).
Discounts:

1. Wholesaler or jobber, any quantity ... List less 10%
2. Manufacturers, 50,000 ft. or more .... " " 10%
3. Manufacturers, less than 50,000 ft.... List
4. Chain stores warehouses, 50,000 ft. or more..... List less 10%
5. Chain store warehouses, less than 50,000 and all other buyers, any quantity....List

Terms:
2% cash, 10th prox. net 25th prox.

Delivery:
F.O.B. factory, freight allowed to destination, 100 lbs. or more.

2nd Filing

October 9, 1933.
XY 102 (Non-approved flexibles) cancelling XY 101.
Pyro 102 (Fixture wire) cancelling Pyro 101.
S 102 (Rubber sheathed portables) cancelling S and SJ 101.
HC 102 (Heater cords) cancelling HC 101.
LC 102 (Flexible cotton and rayon) cancelling LC 101
Bulletin SP 2 (terms and conditions) and
Discount sheet DIS-1.
Prices more than doubled over previous filing.
Discounts:

1. Dealers, central stations and electric contractors..List less 40%
2. Mfrs. for use, less than 50,000 ft..... " " 58
3. Class B chains, any quantity..... " " 58
4. Railroads, any quantity..... " " 58
5. U. S. Government, any quantity..... " " 58
6. Purchasing service companies.
   When billed by us..... " " 48
   When billed by them..... " " 58
7. Mfrs. for use, 50,000 ft. or more..... " " 60
8. Class A chains, any quantity..... " " 60
9. Jobbers, any quantity..... " " 60
10. Wiring device Mfrs. with Class A chains listing operating under sales agency contracts, any quantity.....List less 65%

COMPANY #25

Class A Chains are:

Scott Stores-Butler Bros.
S. S. Kresge Co.
W. T. Grant Co.
S. H. Kress Co.
McCrory Stores Corp.
McClellon Stores Co.
Sears Roebuck & Company
H. L. Green Company
J. J. Newberry Co.
F. W. Woolworth Co.
G. C. Murphy Co.
Weisner Bros., Inc.
Rose Stores
Montgomery Ward & Co.
H. H. Fishman & Co., Inc.

Note: #6 Company filed some prices and some discounts on September 22, effective October 3, although the filings were not mailed by the Supervisory Agency until October 17. It is apparent that this company (#25) obtained Company #6's filing and is meeting same. Company #25 gives discount to greater range of customers.

Terms: 2% 10th prox. net 30th prox.

3rd Filing
(1st Filing on this product)

Filed November 1, 1933.
HC 3-100 (List prices on special type heater cord).
Subject to same terms, conditions and discounts of 2nd filing.

4th Filing

Filed November 7, 1933.
Special prices to syndicates on 6 specified types of wire for shipment on or before December 15, 1933.
Note: Company states, "Prices are to meet temporary conditions". Apparently refers to filing of Company #8 of November 2, 1933.

5th Filing
(Compare with 1st Filing)
Filed November 6, 1933.
Thos Wires #100, cancelling Thos Wires of September 7, 1933.
20% reduction in net price on 3 types and about 1% increase on 2 types.
Discounts: None other than 2% for cash, 10th prox.

6th Filing

November 23, 1933.....(Apparently meeting prices filed by Company #8 on Nov. 15, 1933 - 5th Filing)
R 62 (Radio hook-up wires)
R 63 and 63 A and B (Radio wires)
R 64 (Solid radio lead in)
R 65 (Stranded radio lead in)
Note: The only price list filed before was a partial one on radio lead in wires. (1st Filing).
List prices this filing about doubled previous filing.
Bulletin R 200 (Discount Sheet).

COMPANY #25

Di counts:-

1. Jobbers.....List Less 60%
2. Radio mfrs., less than 500,000 ft., assorted " " 60
3. Radio mfrs., 500,000 ft., or more assorted.. " " 68
4. Radio parts mfrs..... " " 68

Note: Company states under radio parts mfrs., "as listed on Bulletin R-201". Bulletin R-201 does not mention radio parts manufacturers.

7th Filing
(Compare with 6th Filing)

December 13, 1933.
R 64 Special (Radio lead in wire) superseding R 64
Prices reduced approximately 50%
Discounts: Applying to these items only-

1. Wholesalers or jobbers, any quantity.....List less 10%
2. Mfrs. 50,000 ft. or more..... " " 10
3. Mfrs. less than 50,000 ft., other buyers, any quantity.....List

Note: Apparently Company #25 originated these prices and discounts which were not followed by any of the larger concerns. Company #6 filed same prices and discounts on December 20.

8th Filing
(Compare with 5th Filing)

December 21, 1933.
Xmas wires 101 (Special wires for Christmas sets), cancelling Xmas wires 100.
List prices more than doubled.
Sales to manufacturers only.
Discounts:- "No discount for above trade other than 60%."

Letter dated December 6, supplementing discount sheet DIS-1 allowing discount of 65% to all manufacturers on orders 50,000 ft. or more.

9th Filing
(Compare with 2nd Filing)

January 3, 1934.....Effective January 13, 1934.
LC 103 (Flexible cotton and rayon) cancelling LC 102.
Decrease of about 25% in list prices.
HC 103 (Heater cords) cancelling HC 102.
Most items unchanged; some list prices decreased by about 15%.
XY 103 (Non-approved flexibles) cancelling XY 102.
List prices on most items decreased 15 to 20%; a few unchanged.
Discount sheet DIS 3 cancelling DIS 1.
Discounts:-

1. Less than 10,000 ft.....List less 52%
2. Less than 50,000 ft..... " " 55.
3. 50,000 ft. or more..... " " 58.

9822 4. 200,000 ft. or more..... " " 60.

5. Jobbers, any quantity.....List Less 60%.

10th Filing
(Compare with 8th Filing)

January 11, 1934.....Effective January 21, 1934.
Xmas Wires 102 (Special wires for Christmas sets) cancelling Xmas Wires 101.
Reverted to list prices and other terms of Xmas Wires 100 (see 5th Filing).

11th Filing
(Compare with 9th Filing)

January 16, 1934.....Effective January 26, 1934.
Memo changing 3 list prices filed on XY 103 (Non-approved flexible cords).
One type reduced over 60% for 250,000 ft. or more.
Two types reduced about 5%.
Note: It is not clear whether the discounts quoted with the 9th filing are to apply to these prices.

12th Filing
(Compare with 9th Filing)

January 25, 1934.....Effective February 4, 1934.
Letter dated January 24 changing discount sheet DIS 3 as follows:-
All types lamp cords and fixture wire (Except radio wires)-
List Less 60%.

13th Filing
(Compare with 9th Filing)

January 29, 1934.....Effective same date.
Letter dated January 27 adding 3 items to XY 103 (Non-approved flexibles).
Subject to same terms and discounts.

14th Filing
(Compare with 6th Filing)

January 31, 1934.....Effective February 10, 1934.
R 70 (Radio hook-up wires).
R 71, 71A, 71B (Rubber covered radio wires).
Bulletin SP 2 (Terms and conditions of sale).
Bulletin R 201 (Discount sheet).
List prices reduced approximately 25%, but company does not state that these prices supersede the former filing of November 23, 1933.
Discounts:-
"All above sheets are subject to a 60% discount".
Note: This appears to be a very vague and indecisive kind of filing.

15th Filing

January 31, 1934.....Effective February 10, 1934.
I. Letter dated January 29 - changes in packing data affecting cords as listed on Sheet S 102 (2nd filing).
II. Letter dated January 29 - referring to price sheet XY 103 (9th filing).
a. Slight change in packing data.
b. About 3% reduction in list prices on 3 items.

16th Filing
(Compare with 9th Filing)

February 6, 1934.....Effective February 16, 1934.
Bulletin S 101, making a 15% reduction in list price of one item on Sheet XY 103.

17th Filing

February 9, 1934.....Effective February 10, 1934.
Letter dated February 7, 1934 quoted price on a special type wire.
Note: No terms or discounts are mentioned so it is not apparent whether this is a list or a net price.

18th Filing
(Supplements 9th Filing)

February 14, 1934.....Effective February 13, 1934.
To meet Company #14's Filing....Eff. February 12, 1934.
Bulletin S 105, changing discounts on all flexible cords as follows:-
To distributors or jobbers on orders from manufacturers of 50,000 ft. or more.....List Less 60 and 5%.

19th Filing
(Revising 18th Filing)

February 14, 1934.....Effective February 24, 1934.
Bulletin S 106 Flexible cords.
Discounts:-
Distributors or jobbers, any quantity.....List less 60 and 5%.
Also includes "wiring device manufacturers reselling to chains" as jobbers.

20th Filing

February 14, 1934.....Effective February 24, 1934.
Bulletin S 108.
Letter reserving the right to quote at will from Xmas sheet 101. (9th Filing), or Xmas sheet 102 (10th Filing).

21st Filing

February 26, 1934.....Effective March 7, 1934.
Published list dated February 13, 1934 quoting net prices on quantity orders of one type wire.

22nd Filing
(Revising 19th Filing)

February 28, 1934.....Effective March 2, 1934.
Bulletin S 112 Flexible Cords
Discounts:-
1. Less than 10,000 ft.....List Less 58%
2. Mfrs., 10,000 to 50,000 ft..... " " 60.
3. Mfrs., 50,000 ft or more..... " " 60 and 5.
4. Jobbers & general distributors. " " 60 and 5.

Note: This company states "This revised schedule is only being used by us where necessary."
(Effective date of March 2, 1934 probably mistake. Appears to be meeting Company #18's Filing of February 23, 1934...Effective March 5, 1934.

23rd Filing

March 2, 1934.....Effective March 5, 1934.
To meet competitors
Bulletin S 113 cancelling Bulletin S 108 (20th Filing).
This also cancels Xmas Wires 102 (10th Filing) and makes effective Xmas Wires 101 (8th Filing).

24th Filing
(Compare with 14th Filing)

March 5, 1934.....Effective March 15, 1934.
R Special 500 (Radio hook-up wires) supplementing R 70.
Adds one type to former list.
Bulletin R 202 (Radio wire discount sheet) supplementing R 201.
Discounts:
a. Regular discount.....List Less 60%.
b. 1,000,000 ft. or more, assorted " " 65.

25th Filing

March 12, 1934.....Effective same date.
To meet Company #17 Filing.....Eff. March 10, 1934.
Bulletin S 117, withdrawing special prices on one type wire as per 11th, 15th and 16th filings.
Restores price on XY 103 (9th filing) effecting a 15% increase in list price.

26th Filing
(Compare with 2nd and 9th Filings)

March 13, 1934.....Effective March 24, 1934.
LC 104 (Flexible cotton and rayon) cancelling LC 103.
Pyro 103 (Fixtures wire) cancelling Pyro 102.
HC 104 (Heater cords) cancelling HC 103.
XY 104 (Non-approved flexibles) cancelling XY 103.
S 103 (Rubber sheathed portables) cancelling S 104.
General reduction of about 30% in list prices.

Discounts:-
1. Jobbers, mail order houses, national syndicates...List Less 5%
2. Mfrs., 100,000 ft. or more..... " " 5
3. Distributors - 5% commission on orders from manufacturers, 100,000 ft. or more.

27th Filing
(Compare with 14th and 24th Filings)

March 20, 1934.....Effective March 22, 1934.
To meet Company #6's Filing 8.....Eff. March 17, 1934.
Discount Bulletin R 203 (Radio wires) supplanting Bulletin R 201 and 202.
Discounts:-
1. Jobbers, chain stores, mail order houses.....List Less 30 and 5%
2. Manufacturers, 50,000 ft. or more..... " " 60 and 5
3. All others..... " " 60.

28th Filing
(Compare with 26th Filing)

April 7th 1934.....Effective April 13, 1934.
(See next filing)
Discount sheet DIS 23 (Flexible cords) cancelling DIS 22.
Discounts:
1. Jobbers, national syndicates.....List Less 5%.
2. Manufacturers, 100,000 to 499,999 ft..... " " 5
3. All buyers, 500,000 ft. or more..... " " 10
4. Distributors, 5% commission, orders from manufacturers, 100,000 ft. or more.

29th Filing
(Compare with 28th Filing)

April 17, 1934.....Effective same date.
To meet Company #33's Filing.....Eff. April 13, 1934.
Discount sheet DIS 23 (Flexible cords).
Discounts:-
1. Jobbers, mail order houses, national syndicates....List Less 5%
2. Manufacturers, 100,000 to 499,999 ft..... " " 5
3. All buyers, 500,000 ft. or more..... " " 10
4. Distributors, 5% commission, orders from manufacturers, 100,000 to 499,999 ft.

Note: This apparently is intended to supersede the previous filing although no mention is made of it and the changes are very slight.

30th Filing
(Compare with 28th Filing)

April 30th 1934.....Effective same date.
KY 105 (Non-approved flexibles) cancelling KY 104.
The only change from previous filing is addition of a few items and deletion of others.
Terms and discounts as per 29th filing.

31st Filing

June 27, 1934.....Effective same date.
To meet Company #28-A's Filing.....Eff. June 25, 1934.
SL 1 (Flexible cords) to chain stores, mail order houses, national syndicate stores. Special prices to above customers on certain specified items - 10 to 15% under regular list prices.

Terms:
2% 10 days, net 30 days.
"5% trade discount from above prices."

32nd Filing

June 27, 1934.....Effective July 7, 1934.
KIZ 1 (Special construction cords.)
Company states: "Filed to meet prices of competitor", but 10 days waiting period was imposed before effective date.
Discounts:-
1. Jobbers.....List Less 5%.
2. Manufacturers, 100,000 ft. or more..... " " 5.

Letter received July 9 explaining listing of radio lead in wires on above sheet.

33rd Filing
(Compare with 8th and 14th Filings)

July 17, 1934.....Effective July 27, 1934.
R 81 (Radio wire) cancelling R 71 and 71 A.
R 80 (Radio hook-up wires) cancelling R 70.
R 84 (Radio lead in wire-solid) cancelling R 84.
R 86 (Stranded lead in wire) cancelling R 86.
RT 205 (Terms and conditions).
RD 207 (Discount sheet) cancelling R 203.
General reduction of 60 to 75% in list prices.
Discounts:
1. Jobbers, chain stores, mail order houses, any quantity.....List Less 5%
2. Other buyers, assorted items-
a. 1,000 to 4,999 ft..... " Plus 15.
b. 5,000 to 9,999 ft..... " " 10.
c. 10,000 to 99,999 ft.....List
d. 100,000 to 499,999 ft..... " Less 5.
e. 500,000 ft. and over..... " " 10.

34th Filing

July 31, 1934.....Effective same date.
Explanatory letter dated 7/28 re quotation on Sheets R 81, 84 and 86 in the previous filing.

35th Filing

August 18, 1934.....Effective August 28, 1934.
Bulletin S 125 withdrawing Sheet XYZ 1 (32nd Filing).

36th Filing

September 20, 1934.....Effective September 30th 1934.
SL 2 - This is identical with SL 1 (31st Filing) quoting special prices on certain products to chain stores, mail order houses, and national syndicates.

37th Filing
(Compare with 26th Filing)

October 8, 1934.....Effective October 10, 1934.
To meet Company #6's Filing 19....Eff. October 10, 1934, later made
LC 110 A (Flexible cotton and rayon) cancelling LC 104. (Eff. 10. 15-filing 20
HC 112 (Heater cords) cancelling HC 104.
Pyro 111 (Fixture wire) cancelling Pyro 103.
XY 114 (Non-approved flexibles) cancelling XY 104.
S 115 A (Rubber sheathed portables) cancelling S 103.
DIS 25 (Discount sheet).
General increase of 5% in list prices.
Discounts:-

1. Jobbers, mail order houses, national syndicates...List Less 5%.
2. Manufacturers, 100,000 to 499,999 ft..... " " 5.
3. All buyers, 500,000 ft. or more..... " " 10.
4. Distributors, 5% commission on orders from manufacturers, 100,000 to 499,999 ft.

(Note: Also established prices on five items under Rubber Sheathed portables not manufactured by Company #6.)

38th Filing
(Compare with 37th Filing)

November 27, 1934.....Effective December 7, 1934.
RT-1 (Type PO-SJ)
Although no mention is made of previous filing, apparently this reduces by about 30% the list prices on 2 sizes of the above type from those quoted on S 115 A.
Discounts: Same as previous filing.

39th Filing

November 30, 1934.....Effective December 3, 1934.
To meet Company #37's Filing....Eff. Dec. 3, 1934.
R 84 Special (Special construction radio lead in wires - orders 1,000,000 ft. or more.

40th Filing

February 16, 1935.....Effective same date.
Letter dated February 15, 1935 withdrawing R 84 (39th Filing).

41st Filing
(Compare with 37th Filing)

February 16, 1935.....Effective February 18, 1935.
To meet Company #37's Filing....Eff. Feb. 18, 1935.
LC 210 (Flexible cotton and rayon) cancelling LC 101-A.
HC 212 (Heater cords) cancelling HC 112.
XF 125 (Non-approved flexibles) cancelling XF 114.
S 215 (Rubber sheathed portables) cancelling S 115-A.
DIS 33 (Discount sheet.)
The only changes in price lists are the addition of one or two items on each sheet.
Discounts:- Same as 37th Filing.
Also RF 125 (Special construction-discount to mfrs.-20%
PC 100 (Special construction-discount to mfrs. -15%

Study #3 - Price Trends

The following study shows price changes and general trend during the period of proce filing. Four sample types of cord were taken with the dates on which one company filed the prices and discounts indicated.

The other companies in the group had in effect the same prices, although the effective dates varied slightly.

TYPE CF #18 - RAYON

Date Filed	List Price	DISCOUNT High	DISCOUNT Low	Net Price
9/7/33	$ 6.50	10%	10%	$ 5.85
10/2/33	14.50	65	40	8.70
				5.08
2/6/34	14.50	60	60	5.80
3/15/34	4.80	5	5	4.54
10/9/34	5.20	5	5	4.94
2/18/35	5.20	15	15	4.42

Note: Final Net Price 25% under original New Price

TYPE SJ #18 - 16/30

Date Filed	List Price	DISCOUNT High	DISCOUNT Low	Net Price
9/7/33	14.00	10	10	12.60
9/22/33	31.00	65	40	10.85
				18.60
2/16/34	31.60	60	60	12.40
3/24/34	13.60	5	5	12.92
6/21/34	13.60	10	10	12.92
10/15/34				12.24
10/15/34	14.40	10	5	13.68
				12.90
2/18/34	14.40	15	15	12.24

Note: Final Net Price is 2% under original Net Price.

#18-1/64 RADIO WIRE SOLID TINNED

Date Filed	List Price	DISCOUNT High	DISCOUNT Low	Net Price
10/6/33	2.10	65%	40%	0.735
				1.26
11/15/33	2.65	68	60	0.868
				1.06
2/23/34	2.65	68	68	0.868
3/15/34	2.10	65	60	0.735
3/15/34				0.84
4/16/34	.85	10	List	0.765
			/ 15	0.978
7/10/34	.85	20	Quantity	0.68
			5	Quantity Prices
			25	0.808 to 0.638
7/23/34	.85	10	Quantity Disc.	0.765
			List / 15%	0.978
		Jobbers, chains, mail order houses		
		5% any quantity		0.808

Note: The biggest market for this type wire is to radio manufacturers and the quantity discounts shown on July 23, 1934, show fairly accurately. the

Note: (continued)

level of the prices on this date. Also, most manufacturers buy in large quantities and are able to take advantage of the lowest price. Therefore, manufacturers buying large quantities paid 9% less at the end that at the start of price filing.

TYPE PO #18-1/64 - RAYON

Date Filed	List Price	DISCOUNT High	DISCOUNT Low	Net Price
9/7/33	$ 11.50	10%	10%	$ 10.35
9/22/33	26.00	65	40	9.10
				15.60
1/15/34	26.00	60	52	10.40
				12.48
2/16/34	26.00	60	60	10.40
3/24/34	8.50	5	5	8.08
6/21/34	8.50	10	5	7.25
				8.08
10/15/34	8.90	10	5	8.11
				8.56
2/10/35	8.90	15	15	7.57

Note: Final Net Price 28% under original Net Price.

APPENDIX A, PART 3

MAGNET WIRE PLAIN AND ASBESTOS INSULATED

Chronological Record of Price
Filings by Companies

CHRONOLOGICAL RECORD OF PRICE FILINGS
FOR COMPANIES MANUFACTURING
MAGNET WIRE

COMPANY #1

FIRST FILING

Effective 9/18/33 in response to original call sent out on 9/6/33.

Price list #41-17 Base Price 13.75 cents per lb. with extras over Base Price on

1. Round, Square and Rectangular Magnet Wire
2. Spools, Reels, Cases (Prices added but credited on return).
3. M. W. Special Construction
4. Litz High Frequency M.W.

For colors add 5% to total price.
For colored tracer add 1% to total wire price.
For M.W. in coils instead of on reels add 1/2¢ per lb.

Quantity.....Extras over Base Price and Reductions

1. Over 30,000 lbs. deduct 1/2¢ per lb.
2. Add $5.00 (set up charge) on items less than one reel (approx. 225 lbs) of Rectangular shape wire.
3. Less than 200 lbs. in broken packages add
   1¢ per lb. 100 lbs. to 199 lbs. inclusive
   2¢ per lb. 75 lbs. to 99 lbs. "
   3¢ per lb. 50 lbs. to 74 lbs. "
   5¢ per lb. 25 lbs. to 49 lbs. "
   7¢ per lb. 10 lbs. to 24 lbs. "
   10¢ per lb. less than 10 lbs.

4. Oxygen Free High Conductivity M.W. add
   1½¢ per lb..... 30,000 lbs. and over
   1¼¢ per lb..... 10,000 to 30,000 lbs.
   2¢ per lb..... less than 10,000 lbs.

Delivery

1. Orders less than 100 lobs. are F.O.B. Factory
2. Orders for 100 lbs. and over add 30% of Published Freight Rate to cover tare freight on return of Reels and Spools
3. For M.W. shipped in Coils packed in cases add 10% of Freight Rate to cover tare.
4. For 100 lbs. and over Base Price is F.O.B. -

Ansonia, Conn.	New Haven, Conn.
Bridgeport, Conn.	Philadelphia, Pa.
Hastings-on-Hudson, N.Y.	Phillipsdale, R.I.

Rome, N.Y.
Trenton, N.J.
Worcester, Mass.

5. Add 1/8¢ per lb. to Base Price F.O.B.

Anderson, Ind.	Fort Wayne, Ind.
Chicago, Ill.	Muskegon, Mich.
Detroit, Mich.	Sycamore, Ill.

Terms: Net 30 days or 1/2 of 1% 10 days from date of invoice.
Spools, reels & cases not subject to discount.
Interest at 6% per annum added after due date.

SECOND FILING

October 4, 1933

1. Copy of Contract
2. Instructions for pricing "Barberpole" textile covered M.W.
3. Supplementary sheet on Litz Wire
4. Instructions for pricing round M.W. Sizes between gauges.

THIRD FILING

October 23, 1933

1. Instructions for pricing "Barberpole" textile covered M.W. cancelling previous instructions under second filing.
2. Instructions for pricing M.W. Special Construction.

FOURTH FILING

November 1, 1933

1. Terms under first filing changed as follows:
Invoices dated from 1st to 10th less 1/2% for cash on the 15th net 5th Prox.
Invoices dated from 11th to 20th, less 1/2% for cash on the 25th, net 15th Prox.
Invoices dated from 21st to last day of month less 1/2% for cash 5th Prox. net 25th Prox.
Interest at the rate of 8% per annum added after due date.
Discount allowed on wire only. Spools, reels and cases not subject to discount.

FIFTH FILING

November 7, 1933

1. Instructions for pricing "Barberpole" Textile Covered M.W. Cancelling previous instructions under Third Filing.
2. Prices on Round, Square and Rectangular M.W. Tinned.
3. Prices on Litz Wire, cancelling sheet dated 9/16/33 under First Filing.

SIXTH FILING

November 1-, 1933

TENTH FILING

December 5, 1933

1. Instructions for pricing M.W. of Special Construction, 12/1/33
2. Prices on Cellophane Insulated M.W.
3. Prices on "Barberpole" Textile Covered M.W. (Cancelling all previous instructions, See Fifth Filing)
4. Prices on Square Double Cotton Covered Twin
5. Prices on #36 P.E. 3 strand single silk enamel Litz wire.
6. Instructions for pricing M.W. of Special Construction 12/4/33

ELEVENTH FILING

December 7, 1933

Supplementing Price List dated 8/1/33 (First Filing) and adding thereto advances for sizes #1/0 to #7 inclusive, on round M.W. (not previously given).

TWELFTH FILING

December 12, 1933

Terms under Sixth Filing changed as follows:

Invoices dated from 1st to 15th, 1/2 of 1% for cash on 20th net 10th Prox.
Invoices dated from 16th to 31st, 1/2 of 1% for cash on 5th net 25th Prox.
(balance of terms same as under Sixth Filing)

THIRTEENTH FILING

December 18, 1933

Instructions for filing M.W. of Special Construction

FOURTEENTH FILING

December 28, 1933

1. Two companies added to list of Insulators of Single Plain Enamel M.W. receiving special prices (See Seventh Filing)
2. Supplementing Price List dated November 2, 1933 (See Fifth Filing) giving extras for #38.P.E. - 20 strand Double Silk Enamel "Litz" Wire.

FIFTEENTH FILING

January 4, 1934. ..... Effective January 14, 1934

1. Extras on one Paper & Single Cotton Braid Covered M.W. (not previously given)

2. Supplementing Price List dated 11/2/33 (See Fifth Filing) giving extras for #38-81 & 162 Strand & Single Silk Enamel "Litz" wire.
3. Instructions for pricing M.W. Special Construction (2 sheets dated 1/3/34)

SIXTEENTH FILING

January 1[illegible], 1934 ..... Effective January 25, 1934

Terms

Instructions omitting 6% interest rate on all quotations to U.S. Government.

SEVENTEENTH FILING

January 18, 1934 ..... Effective January 28, 1934

Instructions for Pricing M.W. of Special Construction.

EIGHTEENTH FILING

January 22, 1934 ..... Effective January 25, 1934

Magnet Wire on pound and fractional pound spools (non-returnable)

Quantity 1/8 lb. spools are 1/2 net price of 1/4 lb. spool plus 5% per spool.

Delivery F.O.B. Factory except 100 lbs. and over which are shipped freight prepaid.

Terms (Applying to this price sheet only) 2% 10th Prox. net 31st Prox. Interest at 6% after due date.

Discount 58% and 5% extra for 200 lbs. and over.

NINETEENTH FILING

January 22, 1934 ..... Effective February 1, 1934

1. Prices on 1 paper and double cotton braid covered Magnet Wire, cancelling prices on 1 paper and single cotton braid covered Magnet Wire, dated January 3, 1934 (See 15th Filing)
2. Additions for "Litz" wire, cancelling price list dated November 2, 1933 (See 5th Filing). Reductions from 30¢ to $1.70 per lb.

TWENTIETH FILING

February 1, 1934 ..... Effective February 1, 1934

To meet Company #17, filing of January 22, 1934.

Price List #41-19 Base same as 41-18 (6th Filing)
No changes in extras over base, except sizes 16 to 40 A.W.G.
Single and double silk covered, and sizes 15 to 40 A.W.G.
Single silk enamel. There is a reduction of approximately 6% in prices.
Extras given for quantity lots from 2,000 lbs. to 4,999 lbs. and for 5,000 lbs. and over (deductions from 2¢ to 8¢ per pound).
Minor changes in reel, spool and case sizes and prices.
Quantity, delivery and terms same as 6th Filing with additional changes in Delivery and Terms under 8th and 12th Filings.

TWENTY-FIRST FILING

February 1, 1934.....Effective February 11, 1934

Schedule of Reel and Spool prices to U. S. Government..

TWENTY-SECOND FILING

February 5, 1934.....Effective February 5, 1934

To meet Company #21, filing of January 26, 1934
Prices for Barberpole wire, cancelling all previous instructions (See 10th Filing)

TWENTY-THIRD FILING

February 12, 1934.....Effective February 22, 1934

1. Instructions for pricing Magnet Wire of Special Construction.
2. Prices on Bare Copper Wire on pound and fractional pound spools (non-returnable) supplementing Magnet Wire on pound and fractional pound spools dated 1/11/34 (18th Filing)
   Quantity, Delivery, Terms and Discount same as 18th Filing.

TWENTY-FOURTH FILING

March 1, 1934.....Effective March 2, 1934

Delivery - Change clause on price sheet #41-19 (20th Filing) reading "Orders for less than 100 lbs. are F.O.B. point of shipment" to read:
"At seller's option orders for less than 100 lbs. are F.O.B. point of shipment."

TWENTY-FIFTH FILING

March 7, 1934.....Effective March 9, 1934

Price on #27-4 Strand, Double Silk Covered Litz Wire supplementing price list dated 1/19/34 (19th Filing)

TWENTY-SIXTH FILING

March 7, 1934.....Effective March 17, 1934

1. Prices for square enamel and single covered Magnet Wire, sizes from 10 to 14(not previously filed)
2. Prices for square plain paper covered Magnet Wire 2, 3, & 4 papers, sizes 1/0 to 14 inclusive (not previously filed)
3. Typographical error, price list #41-19 (20th Filing) #25 A.W.G. Single silk covered corrected to read 33.50¢ per pound instead of 32.50 as shown.
4. Instructions for pricing Magnet Wire Special Construction.
5. Price on #19, 2 paper single cotton covered Magnet Wire (Not previously filed)

TWENTY-SEVENTH FILING

March 17, 1934.....Effective March 27, 1934

Instructions for pricing Magnet Wire Special Construction.

TWENTY-EIGHTH FILING

March 31, 1934.....Effective March 31, 1934

1. Prices "Litz" wire, sizes 40 and 41, enamelled over all, lots of more or less than 100 lbs.
2. Supplementing price list dated 12/5/33 (11th Filing) and adding round sizes, #15 to #20, inclusive.
3. Instructions for pricing Magnet Wire of Special Construction.

TWENTY-NINTH FILING

March 21, 1934.....Effective April 3, 1934

1. Additional conditions of sales. Listing 28 cities

from which stock will be shipped without warehousing charge. Points not listed, add 5¢ to total invoice price of wire (exclusive of reels and spools).
2. Terms and conditions of sale applying to Magnet Wire for resale by authorized sales agents. Commission of 5% subject to conditions.
3. Cancelling price list dated 3/17/34 (26th Filing) for #19 2 paper Single cotton covered Magnet Wire.

THIRTIETH FILING

March 28, 1934.....Effective April 7, 1934

Prices for square plain paper covered Magnet Wire, 1 to 4 papers, sizes 1/0 to 14 inclusive, cancelling price list dated 3/17/34 (See 26th Filing)

THIRTY-FIRST FILING

March 31, 1934.....Effective April 9, 1934

Instructions for pricing rectangular or square Magnet Wire of Special Construction #25, dated 3/17/34 (#4, 26th Filing)cancels price list, Square Enamel & Single Cotton Covered Magnet Wire, dated 3/17/34 (See #1, 26th Filing).

THIRTY-SECOND FILING

April 18, 1934.....Effective April 11, 1934

Base prices for Magnet Wire, dated 4/11/34, increased 1/2¢ per lb. over base on price sheet #41-19 (30th Filing). Base prices for bare & weatherproof and alloy wire and cable.

THIRTY-THIRD FILING

April 20, 1934.....Effective April 30, 1934

Price on #38, 5x32 Double silk enamel Litz wire

THIRTY-FOURTH FILING

May 7, 1934.....Effective May 10, 1934

Price list rectangular 2 paper, 1 cotton tape covered Magnet Wire with additions for 3 to 8 papers (not previously filed)

THIRTY-FIFTH FILING

May 7, 1934.....Effective May 17, 1934

Instructions for pricing Magnet Wire of Special Construction

THIRTY-SIXTH FILING

May 25, 1934.....Effective June 4, 1934

Instructions for pricing Magnet Wire of Special Construction

THIRTY-SEVENTH FILING

May 29, 1934.....Effective June 8, 1934

Instructions re Magnet Wire Base Price in connection with current M.W.Price list.

THIRTY-EIGHTH FILING

June 11, 1934.....Effective June 21, 1934

Additions to Magnet Wire Price List #41-19 (30th Filing) #6 & 7 A.W. G. Double Cotton Enamel.

THIRTY-NINTH FILING

June 13, 1934.....Effective June 23, 1934

Instructions for pricing Magnet Wire of Special Construction #25, (#4, 26th Filing) cancels extras for square single cotton Magnet Wire incorporated in price list dated 3/1/34 (no previous filing)

FORTIETH FILING

June 19, 1934.....Effective June 15, 1934

Base price for Magnet Wire (dated 6/16/34) increased 1/4¢ over base price list 4/11/34 (32nd Filing) No change in base prices for bare and weatherproof and alloy wire and cable.

FORTY-FIRST FILING

June 21, 1934.....Effective June 25, 1934

Price list for Cellophane Insulated Magnet Wire, sizes 15 to 22, cancelling price list dated 12/1/33 (10th Filing) a reduction of from 1% to 8% according to size.

FORTY-SECOND FILING

June 20, 1934.....Effective June 30, 1934

Additional conditions of sale adding 5 cities to previous list of 23 from which stock will be shipped (See 29th Filing)

FORTY-THIRD FILING

July 5, 1934.....Effective July 14, 1934

Extras to be added when cost of spools is to be included to U. S. Government, cancels price list dated 3/10/34 (31st Filing)

FORTY-FOURTH FILING

July 12, 1934.....Effective July 9, 1934

Land Grant Freight deductions on Government propositions equal to rate obtained from any bidder.

FORTY-FIFTH FILING

July 21, 1934.....Effective July 31, 1934

Instructions for pricing Magnet Wire of Special Construction.

FORTY-SIXTH FILING

August 25, 1934.....Effective Sept. 4, 1934

Magnet Wire on pound and fractional pound spools (nonreturnable) cancelling price list dated 1/11/34 (18th Filing) an increase from 1% to as much as 11% according to size and quantity.
Delivery (same as 18th Filing)
Terms 1st to 15th, ½ of 1% for each on the 20th, not 10th Prox. 16th to 31st, ½ of 1% for each on the 5th, not 25th Prox.
Discount lots of less than 200 lbs. 60%, lots of 200 lbs. and over 60 and 5%.

FORTH-SEVENTH FILING

August 25, 1934.....Effective Aug. 25, 1934

Additional conditions of sale adding 6 cities to previous list of 33 from which stock will be shipped (See 42nd Filing)

FORTY-EIGHTH FILING

September 11, 1934.....Effective Sept. 14, 1934

Special prices on Single Plain Enamel Magnet Wire to 22 insulators. Two companies and two sizes of wire added to original, dated 11/17/33, prices same. (See 7th Filing)

FORTY-NINTH FILING

September 20, 1934.....Effective September 20, 1934

Additional conditions of sale adding one city to previous list of 39 from which stock will be shipped (See 47th Filing)

FIFTIETH FILING

September 20, 1934.....Effective September 29, 1934

Special prices on single plain enamel Magnet Wire to 23 insulators, cancelling price list dated 9/14/34. One company added, prices same (See 48th Filing).

FIFTY-FIRST FILING

September 26, 1934.....Effective October 6, 1934

Set up charge of $5.00 per item of rectangular Magnet Wire of less than 200 lbs.

FIFTY-SECOND FILING

October 5, 1934.....Effective October 8, 1934

1. Exact weight spooling extras
2. Additional conditions of sale adding 3 cities to previous list of 40 from which stock will be shipped (See 49th Filing)

FIFTY-THIRD FILING

October 31, 1934.....Effective October 31, 1934

Additional conditions of sale:
Delivery (a) All shipments for 100 lbs & over F.O.B. customer's city to any point in U. S. when shipped from stock located in list of 42 cities previously given (Filing 52)
(b) Less than 100 lbs are F.O.B. shipping point.
(c) Shipments from stock at other points, add 5¢ which will be F.O.B. shipping point regardless of quantity.
(d) No allowance will be made for truck pick up at factory.

FIFTY-FOURTH FILING

November 24, 1934.....Effective November 26, 1934

Cancelling terms and conditions of sale applying to Magnet Wire for resale by authorized sales agents, dated 3/29/34 (29th Filing)

FIFTY-FIFTH FILING

December 20, 1934.....Effective December 20, 1934.

Instructions for pricing Magnet Wire when shipped on nonreturnable spools. Use extras specified on price list dated 7/15/34 and covering schedule of reel and spool prices when same are to be included in the per lb. price of Magnet Wire on inquiries from U. S. Government only (See 43rd Filing)

FIFTY-SIXTH FILING

February 15, 1935.....Effective February 25, 1935

Price list MW-W Base 15.25 same as price list dated 6/16/34 (40th Filing). A total increase of 3/4¢ per lb. over price list MW-19 dated 2/1/34 (20th Filing.) No change in extras over base except #25 A.W.G.Single Silk Covered on which a typographical error was corrected. (26th Filing)

Quantity, Delivery, Terms same except change in clause referring to delivery (See 24th Filing)

FIFTY-SEVENTH FILING

February 21, 1935.....Effective March 3, 1935

Change clause terms of Delivery price list MW-W-20 reading "all prices include delivery to destination except orders for less than 100

lbs. which are F.O.B. point of shipment."
Add, after "shipment" "at seller's option."
Cancels previous instructions dated 3/9/34 (24th Filing)

FIFTY-EIGHTH FILING

March 7, 1935.....To be held for release
Effective April 25, 1935

Supplemental Price List MW-B-1 giving extras for
1. Oxygen Free High Conductivity Copper Magnet Wire
2. Exact Weight Spooling
3. Litz wire
4. Rectangular double paper covered M. W.
5. Rectangular double paper single cotton wrap.
6. (a) Round, single paper, double paper, single paper enamel, double paper enamel, 2 papers and one cotton.
(b) Square, paper covered, double cotton covered twin.
(c) Cellophane covered enamel.
7. Magnet wire of special construction.
Cancels all previous prices on these items after effective date.

FIFTY-NINTH FILING

March 29, 1935.....Effective April 8, 1935

Price list on Round Paper Covered Magnet Wire cancelling prices given in Supplemental Magnet Wire price list MW B-1, dated 3/18/35 (See 58th Filing)
Prices are same but sizes from 10 to 14 inclusive and from 26 to 29 inclusive are added.

SIXTIETH FILING

April 24, 1935.....April 27, 1935

Instructions regarding closed bids covering Magnet Wire to Federal, State & Municipal Governments.

SIXTY-FIRST FILING

May 6, 1935.....Effective May 4, 1935

Price list MW-N-21 Base same as price list MW-N-20 dated 2/18/35 (56th Filing)
No change in extras over base rectangular double cotton covered.
Deductions in extras of 1/2¢ to 65¢ per lb. for round single cotton enamel, double silk covered, and single silk enamel from size 23 to 40 A.W.G. and double cotton enamel, single cotton covered, double cotton covered and single silk covered. All other prices on round and square wire are same.

Quantity

1. 30,000 lbs. or more in C.L. deduct 1/2¢ per lb. from base price and 5% discount from total price per lb.(A decrease of 1/4¢ per lb. and 5% discount).
2. 30,000 lbs. or more in L.C.L. deduct 1/4¢ per lb. from base price and 5% discount from total price per lb. (A decrease of 1/4¢ per lb. and 5% discount).
3. 15,000 lbs. or more deduct 1/4¢ per lb.(not previously mentioned).
4. Less than 15,000 lbs. is Base Price (Not previously mentioned).
5. Orders or contracts for 5,000 lbs or more, size #25 and finer, deduct 5% from total price per lb. (not previously mentioned).
6. Add $5.00 (set up charge) on items less than one reel (200 lbs) of rectangular wire.(1 reel previously specified as 225 lbs)
7. Less than 200 lbs. broken packages (same as item 3, 1st Filing)

Delivery

Same as under 6th and 8th Filings.

Terms

Same as 12th Filing

COMPANY #7

FIRST FILING

Effective September 18, 1933 in response to original call sent out September 6, 1933.

Bulletin #4836, 9/7/33, Base Price 13.875 cents per lb. with extras over Base Price on:

1. Round, Square & Rectangular Magnet Wire
2. Spools and reels (Prices added but credited on return)
3. Magnet Wire Special Construction
   (a) Round, triple cotton covered
   Square, single or triple cotton covered Tinned enamel
   (b) 75% purified cotton covered
   (c) Combination of cotton and silk
4. Litz High Frequency Magnet Wire
5. Bare Copper Wire Base is 1/2¢ lb. less than M.W. base.

For colors add 5% to total price
For colored tracer, add 1% to total wire price.
Where quantity warrants, textile covered M.W. will be furnished with the covering treated with lacquer or varnish at an addition of 5% to the extra for size and insulation to be so treated.

Quantity

1. Over 30,000 lbs. deduct 1/2¢ per lb. from Base Price
2. Add $5,00 (set up charge) on items less than one reel (approx. 225 lbs) of rectangular shape wire.
3. Less than 200 lbs in broken packages, add 1¢ per lb.
   100 lbs to 199 lbs. inclusive
   2¢ per lb. 75 lbs. to 99 lbs. inclusive
   3¢ " " 50 " " 74 " "
   5¢ " " 25 " " 49 " "
   7¢ " " 10 " " 24 " "
   10¢ " " less than 10 lbs.

4. Oxygen Free High Conductivity Magnet Wire add
   1¢ per lb. 30,000 lbs and over
   1¼¢ " " 10,000 to 30,000 lbs.
   2¢ " " less than 10,000 lbs.

   Magnet Wire on fractional lb. spools (non-returnable). Terms 2% 10th Prox. net 31st Prox. All other terms and conditions of sale per current Magnet Wire price bulletin.

Delivery

1. Orders less than 100 lbs. are F.O.B. Chicago.
2. Orders for 100 lbs. and over add 30% of Published Freight Rate to cover fare freight and return of reels and spools.

COMPANY #7 Cont'd)

Delivery (Cont'd)

3. For less than 30,000 lbs. Base Price is F.O.B.-
   Anderson, Ind. Detroit, Mich. Muskegon, Mich.
   Chicago, Ill., Ft. Wayne, Ind. Sycamore, Ill.
4. Deduct 1/8¢ per lb. from Base Price F.O.B.
   Ansonia, Conn. New Haven, Conn. Rome, N. Y.
   Bridgeport, Conn. Philadelphia, Pa. Trenton, N. J
   Hastings-on-Hudson, N. Y. Phillipsdale, R. I. Worcester, Mass.
5. Orders of 30,000 lbs. and more shipped L.C.L. figured base on total quantity but delivered, prices figured L.C.L. freight rates.

Terms

Net 30 days or 1/2 of 1% ten days from date of invoice.
Spools, reels & cases not subject to discount.
Interest at 6% per annum added after due date.

SECOND FILING

October 30, 1933

Terms under First Filing changed as follows:

Invoices dated 1st to 10th less 1/2% for cash on the 15th net 5th Prox.
Invoices dated 11th to 20th less 1/2% for cash on the 25th net 15th Prox.
Invoices dated 21st to last day of month, 1/2% for cash on the 5th Prox. net 25th Prox.
Interest at the rate of 6% per annum added after due date.
Discount allowed on wire only, spools, reels and cases not subject to discount.

THIRD FILING

November 7, 1933

Bulletin #4878, 11/4/33, superseding #4850, 9/7/33 (1st Filing)
Extras for Litz wire, adding 3 strand #40 and #41 in Single Silk Covered (not previously given), no change in other prices.

COMPANY #7

FOURTH FILING

November 13, 1933

Bulletin #4887, 11/14/33
Instructions for Pricing Magnet Wire of Special Construction

1. Twin Conductor Magnet Wire
2. Single Cotton Double Enamel
3. Double Silk Enamel
4. Triple Silk Enamel
5. Magnet Wire Tinned
6. Quadruple Cotton Covered
7. Supplement to Litz Wire (3rd Filing) combination of #35 & #41 wires.
8. Varnished or Lacquered Magnet Wire (Same as 1st Filing) superseding Bulletin #4851, 9/7/33
9. Combination of Cotton & Silk Magnet Wire (Same as 1st Filing) superseding Bulletin #4848, 9/7/33
10. "Barberpole" Textile Covered.
11. Advances for square double cotton covered twin, sizes 7 to 14 (not previously given)

FIFTH FILING

November 27, 1933

1. Price List 11/21/33, Special prices on Single Plain Enamel to list of 20 Insulators, sizes 7 to 40, a deduction of 1/2¢ per lb.
2. Bulletin #4890, 11/21/33, prices for Cellophane Insulated Magnet Wire (not previously given).

SIXTH FILING

November 27, 1933

Bulletin #4888, 11/13/33. Base 14.30 (increase of 3/4¢ per lb.)
Base on Bare Copper Wire 14¢ per lb. less than Magnet Wire Base
(deduction is 1/2¢ more than 1st Filing)
No change in extras for round, square or rectangular wire.
Extras for Bare Copper Wire increased 2%
Reel and spool prices the same.

Quantity

1. Less than 30,000 lbs, Base Price
2. 30,000 lbs or more in C.L. deduct 3/4¢ per lb. from Base Price
3. 30,000 lbs or more in L.C.L. deduct 1/2¢ per lb. from Base Price
4. Set up charges for rectangular wire same as 1st Filing

SIXTH FILING

5. Less than 200 lbs, same as 1st Filing.
6. C.L.H.C., same as 1st Filing.

Delivery

1. Less than 100 lbs. F.O.B. Chicago.
2. 100 lbs. and over, Base Price includes freight to any point in U.S.
3. No allowance for truck pick up at factory.

Terms

Same as 2nd Filing.

SEVENTH FILING

December 15, 1933

Terms, dated 12/9/33, replacing Bulletin #4888, 11/13/33 (6th Filing, change as follows:

Invoices dated 1st to 15th inclusive, less 1/2 of 1% for cash on 20th net, 10th Prox.
Invoices dated 10th to 31st, inclusive, less 1/2 of 1% for cash on 5th Prox, net 25th Prox.

Interest at the rate of 6% per annum added after due date.
Discount allowed on wire only, spools, reels and cases not subject to discount.

EIGHTH FILING

January 15, 1934 .....Effective January 25, 1934

Bulletin #4917, 1/11/34. List prices for Magnet Wire on pound and fractional pound spools (not-returnable) A.W.G. sizes 14 to 40. 1/8 lb. spools are 1/2 net price of 1/4 lb. spool plus 5¢ per spool.
Prices F.O.B. factory except shipments of 100 lbs. and over which are shipped freight prepaid.

Terms

2% 10th Prox. net 31st Prox. Interest added at 6% per annum, after due date.
Discount 5% and 5% extra for 200 lbs and over.

NINTH FILING

February 1, 1934 To meet Company #17 Filing of January 22nd ..... Effective February 1, 1934

1. Bulletin M-4949, February 1, 1934 (Superseding #4888, 11/13/34, 6th Filing) Base same.

COMPANY #7

NINTH FILING

No change in prices except for Single Silk, Double Silk, and Silk Enamel, a reduction of approximately 6%
Quantity and terms of delivery same as 6th Filing.
Terms as revised under 7th Filing.

2. Bulletin, M-4947, 2/1/34, Prices on contracts or orders of 5000 lbs. or more of textile covered Magnet Wire, sizes 25 to 40 inclusive, or contracts 30,000 lbs. or more Magnet Wire all sizes and insulations.

3. Bulletin M-4948, 2/1/34, Contracts or orders of 2,000 lbs. (to 5,000 lbs.)
4. Bulletin M-4955, 2/1/34, Instructions for pricing Magnet Wire of Special Construction superseding Bulletin #4887, 11/14/33 (4th Filing)
   a. Single cotton double enamel
   b. Double cotton heavy enamel
   c. Single silk heavy enamel
   d. Double silk heavy enamel
   e. Double silk enamel
   f. All triple insulation
   g. Quadruple insulation
   h. Single cotton covered scuare and rectangular
   i. Combination of cotton and silk
   j. Barberpole Textile Covered Magnet Wire
   k. Varnished or lacquered Magnet Wire
   l. Bonded cotton or silk insulation
   m. Twin conductor Magnet Wire
   n. Round magnet Wire wound parallel on reels.
   o. D.C.C. 3 round bare copper wires laid parallel

Specials not listed - Off gauge conductors, non-standard insulations or constructions, take next higher published list price. All Terms and Conditions, including extras for small quantities in accordance with current Magnet Wire bulletin.

5. Bulletin #4956, 2/1/34, superseding #4878, 11/4/33 (3rd Filing) Extras for Litz wire (reductions from 30¢ to $1.70 per lb.)
6. Bulletin #4957, 2/1/34, superseding # 825, 8/1/33 (1st Filing) Extras for 75% purified cotton covered Magnet Wire. No changes.
7. Bulletin #4958, 2/1/34, Extras for square Double Cotton Covered Twin (not previously given)
8. Bulletin #4959, 2/1/34 Exceptions to Barberpole Textile Covered Magnet Wire in Bulletin #4955.
9. Bulletin #4960, 2/1/34, Prices on Magnet Wire Tinned, round and square sizes, 3/0 to 34 (not previously given)
10. Bulletin #4961, 2/1/34, Omit from Standard Terms "interest at 6% per annum after due date" on transactions with U.S. Government. (Same as Co. #1, 16th Filing)

TENTH FILING

March 1, 1934 .....Effective March 10, 1934

1. Bulletin M-4972 3/10/34, Additional Conditions of Sales (Same as #1, 29th Filing Co. #1, except 27 cities instead of 3[illegible] listed).
2. Bulletin M-4973, 3/10/34 Terms and Conditions of sale (Same as #2 29th Filing Company #1)

ELEVENTH FILING

March 12, 1934 .. .. Effective March 23, 1934

Price quoted on Special High Frequency Cable for Navy Yard Specification, 3/8/34

T ELFTH FILING

March 30, 1934 ....Effective March 31, 1934

To meet Company #11 filing of March 31, 193 , SAN 11, 3/31/34 Prices on Enamel Litz wire, same as Item 1. 38th Filing Co. #1.

THIRTEENTH FILING

March 30, 1934 ..... Effective April 9, 1934

1. To meet Co. #1, filing of 3/9/34 SAN #10 3/28/34 Terms of Delivery specify Bulletin M-4949 2/1/34 to be changed same as 24th Filing, Co. #1.
2. To meet Co. #1, filing of 2/10/34, SAN #12 3/28/34 Schedule of reel and spool prices to U. S. Government, same as Co. #1 21st Filing.
3. SAN #13, 3/28/34 superseding #4959. 2/1/34 (item 8 9th Filing) Exceptions to Barberpole Textile Covered Magnet Wire in Bulletin #4955 (Item 4-j. 9th Filing,

FOURTEENTH FILING

April 2, 1934 .....Effective April 12, 1934

Price quoted on Special Litz Wire 3/28/34 same as Co. #1 33rd Filing.

FIFTEENTH FILING

June 4, 1934 ....Effective June 8 1934

SAN #23, 5/31/34 Instructions re Magnet Wire Base, same as Co. #1, 37th Filing.

SIXTEENTH FILING

June 5, 1934 .....:Effective June 5, 1934

SAN #24, 5/31/34 Superseding SAN #12, 3/28/34 (13th Filing)
Extras for reels and spools to U.S. Government same as Co. #1 43rd Filing.

SEVENTEENTH FILING

June 15, 1934 .....Effective June 25, 1934

SAN #27, 6/30/34 superseding #4984, 11/21/33 (Item 25th Filing)
Prices on Cellophane Insulated Magnet Wire, sizes 15 to 22, a reductionof from 1¢ to 15 (See Co. 1, 41st Filing)

EIGHTEENTH FILING

June 2_, 1934 .....Effective June 16, 1934

Bulletin #5024 superseding #4989, 4/11/34 (not filed)
Change in Base from 14.50, Bulletin M-4949, 2/1/34 (9th Filing)
to 15.25¢ per lb. an increase of 3/4¢ per lb.
No change in Quantity or Terms of Delivery.

NINETEENTH FILING

June 27, 1934 .....Effective June 27, 1934

Bulletin M-5028, 6/18/34 superseding M-4972, 3/10/34 (10th Filing)
Additional conditions of sales - same as Co. #1, 42nd Filing listing 33 companies.

TWENTIETH FILING

August 18, 1934 .....Effective August 18, 1934

Bulletin San-36, 8/14/34 superseding San. 24, 5/31/34 (16th Filing)
Extras for Magnet Wire, sizes 4 to 30, in addition to reel and spool prices to U. S. Government.

TWENTY-FIRST FILING

September 4, 1934 .....Effective September 14, 193_

Bulletin San-38, 8/31/34 superseding price sheet 11/21/33
(Item 1, 5th Filing)
Special prices on Single Plain Enamel to 21 insulators.
One company and 2 sizes of wire added - prices same (same as Co. #1, 48th Filing)

TWENTY-SECOND FILING

October 13, 1934 .....Effective October 23, 193

1. Bulletin M-5076, 10/10/34 supplementing M-4949 (9th Filing) Exact weight spool extras (same as Item 1, Co. 1, 52nd Filing)
2. Bulletin M-5075, 10/10/34 superseding #5028, 6/18/34 (19th Filing) Additional Conditions of sales - same as Item 2, 52nd Filing, Co. #1, listing 43 companies.

TWENTY-THIRD FILING

October 15, 1934 .....Effective October 25, 193

Bulletin M-5077, 10/11/34 superseding #5075, 10/10/34 (22nd Filing) Conditions of sales - same except adding "F.O.B. warehousing city" clause referring to Extra Warehousing charge.

TWENTY-FOURTH FILING

November 16, 193 .....Effective November 16, 1934

San. 45, 11/14/34, cancelling Bulletin M-4973, 3/10/34 (10th Filing)
Terms and Conditions of Sale by authorized agents - same as Co. 1, 54th Filing.

TWENTY-FIFTH FILING

December 19, 193 .....Effective December 29, 1934

1. San. 48, 12/17/34 Prices on single paper, double paper, single paper enamel, double paper enamel, sizes #15 to #2 (not previously given)
2. San. 49, 12/17/34 Prices to customer on Magnet Wire to be shipped on non-returnable reels, same as San. 36, 8/14/34 to U. S. Government (0th Filing)

TWENTY-SIXTH FILING

April 2 , 1935 .....Effective April 27, 193

San. 3, 4/22/34 Instructions regarding closed bids covering Magnet Wire to Federal, state and municipal Governments (same as Co. #1, 60th Filing)

TWENTY-SEVENTH FILING

April 29, 1935 .....Effective May 4, 1935

Bulletin M-6052, 5/1/35, superseding M-5093 (not filed) Base 15.25, same as 18th Filing.

No changes in extras for rectangular or square Magnet Wire.
Changes in extras for round Magnet Wire in single white cotton, double white cotton, single white silk, double white silk, cotton enamel, double cotton enamel, silk enamel, sizes 24 to [illegible] (reductions from 5% to 18%)
No changes in other sizes.
Adding extras on cellophane enamel Magnet Wire, sizes 10 to 39, no change in extras, sizes 15 to 22 (other sizes not previously given, some of which are not carried in stock)
Extras for colors, tracer, and lacquer or varnish finish, same as 1st Filing.
Spools and reels, same as Item [illegible], 1st Filing.

Quantity

1. 30,000 lbs or more in C.L. deduct 1/2¢ per lb. from Base Price and 5% from total price per lb.
2. 15,000 lbs. or more, deduct 1/4¢ from Base Price.
3. Orders or Contracts for 5,000 lbs. or more, size #34 and finer, deduct 5% from total price per lb.
4. Magnet Wire on spools of exact weight for size, type and quantity, add:
   50 lbs. and over 1/2¢ per lb.
   25 to 49.99 lbs. 1¢ per lb.
   20 to 24.99 lbs. 2¢ per lb.
   10 to 19.99 lbs. 3¢ per lb.
   5 to 9.99 lbs. 5¢ per lb.
   1 to 1.99 lbs. 10¢ per lb.
5. Set up charge same as Item 2, 1st Filing, under Quantity.
6. Less than 200 lbs. same as Item 3, 1st Filing, under Quantity.
7. Oxygen Free High Conductivity Magnet Wire, same as Item 4, 1st Filing under Quantity.

Delivery - Same as 6th Filing.

Terms - Same as 7th Filing.

COMPANY #11

FIRST FILING

Effective September 18, 1933 in response to original call sent out on September 6, 1933.

Price List #17-D, 9/14/33 Base Price (not stated, later filings indicate base was 13.75¢ at this time) with extras over Base on:

1. Round, square and rectangular Magnet Wire
2. Spools, reels and cases (same as Item 2, 1st Filing, Co. #1)
3. Magnet Wire Special Construction:
   (a) Rectangular 2 paper, 1 cotton wrap 8/1/33)
   (b) " 2 " 1 braid (8/1/33)
   (c) " 2 covered Magnet Wire (8/1/33)
   (d) Round and square 2 paper 1 cotton braid with extras for 3 to 8 papers, sizes 2 - 12 (8/1/33)
   (e) Round & square 2 paper and 1 cotton wrap, sizes 1/0-14 (8/1/33)
   (f) Round triple cotton, square single cotton, square triple cotton, tinned enamel, sizes 3/0-36 (8/1/33)
   (g) Single paper, double paper, single paper enamel, double paper enamel, sizes 15-25(8/1/33)
4. Colors, tracer, Magnet Wire in coils, same as Co. #1, 1st Filing.
5. Price List #5-D-9/1/33 Covering Asbestos Insulated Magnet Wire with extras over M.W.Base on
   1. Round, square and rectangular wire.
   2. Round and square wire, add 15% to toal price for enameled copper with asbestos insulation over all.
   3. Reels and spools (same as Magnet Wire, Item 2 above)
   4. Special Spooling Extra
   5. Billing prices standard spools.
6. Copy of conditions applying to quotations, orders and contracts, 9/1/33

Quantity:

1. Over 30,000 lbs (same as Item 1, 1st Filing, Co. #1)
2. Set up Charge (same as Item 2, 1st Filing, Co. #1)
3. Less than 200 lbs (same as Item 3, 1st Filing, Co. #1)
4. Oxygen Free High Conductivity Magnet Wire add:
   1¢ per lb.....30,000 lbs and over
   1½¢ " ".....10,000 to 29,999 lbs
   2¢ " ".....less than 9,999 lbs
5. Asbestos Insulated Wire less than full reels, round and square wire:
   (a) Size 3/0 to 6 add 2¢ per lb. 150 to 199 lbs
   4¢ " " 50 to 149 "
   8¢ " " 20 to 49 "
   20¢ " " 5 to 19 "
   40¢ " " less than 5 lbs.

COMPANY #11

Quantity, Continued

Size 7-14 add 4¢ per lb 50 to 149 lbs
6¢ " " 20 to 49 lbs
16¢ " " 5 to 19 lbs
50¢ " " less than 5 lbs.

Size 15-19 add 10% to full reel price.

(b) Less than full reels rectangular wire

Mills Thick	100 to 200 lbs	50 to 99 lbs	25 to 49 lbs	24 lbs and less
60-300	3¢	6¢	12¢	25¢
20-59	-	3¢	6¢	25¢

Delivery:

1. Less than 100 lbs)
2. 100 lbs and over)
3. Magnet Wire in coils, packed in cases) Same as Co. #1,
4. Base for 100 lbs and over) First Filing
5. Addition to Base F.O.B. certain points)
6. Asbestos Insulated Wire
   (a) Less than 100 lbs, same as plain Magnet Wire
   (b) Sheet prices include freight delivery on 100 lbs and over to all destinations East of Mississippi River and City of St. Louis, Mo.
   (c) West of Mississippi River, F.O.B. factory with a freight allowance of 90¢ per 100 lbs.
   (d) Reels returned within one year in good condition may be sent freight collect.

Terms:

Same as Co. #1, First Filing, for both plain and asbestos insulated Magnet Wire.

Discounts: Asbestor Insulated Wire Only.

Manufacturers using Magnet Wire in their product for resale 10%
Motor Repair Shops, coil manufacturers, electrical jobbers 5%
Net list to all other customers.

SECOND FILING

October 18, 1933

Letter 9/20/33 - Change last sentence Price List #17-D,9/14/33 to read "Special Sizes of round wire between gauges take price of next smaller size" - instead of "nearest gauge."

COMPANY #11

THIRD FILING

October 23, 1933

Price List 10/9/33 on Litz Wire, sizes 38 to 42, 5 to 10 strands (same as Co. #1, First Filing)

FOURTH FILING

October 30, 1933

1. Price List 10/27/33 Square, double cotton covered, sizes 7 to 14
2. Instructions for pricing Magnet Wire of Special Construction 10/30/33
   (a) Twin Conductor Magnet Wire
   (b) Single Cotton Double Enamel
   (c) Double Silk Enamel
   (d) Triple Silk Enamel
   (e) Magnet Wire Tinned
   (f) Quadruple Cotton Covered
   (g) Supplement to Litz Wire (3rd Filing) Combination of #36 & 41
   (h) Varnished or Lacquered Magnet Wire
   (i) Combination of Cotton & Silk
   (j) "Barberpole" Textile Covered

FIFTH FILING

November 2, 1933

Letter to all customers dated 10/31/33 giving terms of payment on various products as follows:

Group 1. 1/2 of 1%, ten days, net 30 days from date of invoice. Interest added at rate of 6% per annum from net due date.

1. Bare and weatherproof
2. Paper (belted and type H)
3. Varnished Cambric
4. Combination V.C. and Rubber
5. All Special Covered Wires and Cables
6. Specification Rubber Cables
7. Parkway & Trenchlay
8. Asbestos Cable
9. Asbestos & V. C. Cable
10. Accessories
11. Bare shape

Group 2. 2% 10th Prox. net cash last day of month following date of invoice. Interest added (same as Group 1)

1. Flexible Cords and Cord Sets
2. Building wire, braided and leaded

COMPANY #11

FIFTH FILING. Continued

3. All rubber sheathed cords and cables
4. Braided Mining Machine Cables
5. Automotive wire cables
6. Radio wire
7. Antenna wire

Group 3 - 5% 10th Prox., net cash last day of month following date of invoice. Interest added (Same as Group 1)

1. Armored Bushed Cable
2. Romex
3. Armored Service Entrance Cable

Group 4 - All Magnet Wire and Coils (Change, see 1st Filing)
Invoice dated 1st to 10th - 1/2 of 1% payable on the 15th
11th to 20th - 1/2 of 1% " " " 25th
21st to last day of month, 1/2 of 1% payable on the 5th Prox.
Net cash last day of month following date of invoice.
Interest added (Same as Group 1)

SIXTH FILING

November 6, 1933

Letter to all customers 11/1/33 Change in terms of Magnet Wire and Coils (See 5th Filing, Group 4)
Invoices dated 1st to 10th 1/2 of 1% payable on the 15th net cash 5th Prox.
Invoices dated 11th to 20th, 1/2 of 1% payable on the 25th net cash 15th Prox.
Invoices dated 21st to last day of month, 1/2 of 1% payable on the 5th Prox. net cash 25th Prox.
Interest added (Same as Group 1, 5th Filing)

SEVENTH FILING

November 8, 1933

List Prices on Litz Wire 11/6/33 Prices same as 3rd Filing adding 3 strand #40 & #41 single silk.

EIGHTH FILING

November 9, 1933

1. Price List #6-D 11/1/33 superseding #5-D 9/1/33 covering extras for asbestos insulated Magnet Wire - Base 14.50 (increase of 3/4¢ over list Filing)
No change in extras over base or special finish, reels, spools, etc. (same as 1st Filing)
No change in quantity or Delivery (same as 1st Filing)
Terms changed as per 6th Filing.
Discounts (same as 1st Filing)

COMPANY #11

2. Price List #18-D-11/1/33 superseding #17-D-9/14/33
Base 14.50 (increase of 3/4¢ over 1st Filing)
No change in extras over base (same as 1st Filing except that additional sizes are added in certain types of insulation)
No change in Quantity or Delivery (same as 1st Filing)
Terms changed as per 6th Filing.

NINTH FILING

November 10, 1933

Price List #19-D-11/13/33 superseding #18-D-11/1/34 Base (Same as 8th Filing)
Extras over base (same as 1st Filing)

Quantity

1. 30,000 lbs or more in C.L. deduct 3/4¢ per lb from Base Price
2. 30,000 " " " "L.C.L. " 1/2¢ " " " " "
3. Set Up Charge (Same as 1st Filing)
4. Less than 200 lbs (Same as 1st Filing)
5. Oxygen Free High Conductivity Magnet Wire (same as 1st Filing)

Delivery

1. All prices include delivery to destination.
2. No allowance for truck pick up at factory.

Terms Changed as per 6th Filing.

November 17, 1933

1. Letter dated 11/14/33 re new price list to be issued for Asbestos Wire
   (a) Prices to include delivery to any destination in U.S.
   (b) Distributors and electrical jobbers under Sales Agreements to receive discounts of 10% from list.
2. Price List #7-D-11/20/33 superseding #6-D-11/1/33 covering extras for Asbestos Insulated Magnet Wire Base 14.50 (same as 8th Filing)
   1. Prices on round wire reduced from 1.25¢ to 2.60¢ per lb.
   2. Prices on square wire reduced from 1.35¢ to 8.15¢ per lb.
   3. Prices on rectangular wire reduced from 1.50¢ to 5.80¢ per lb.
   4. Extra for enameled copper round and square wire (same as 1st Filing)
   5. Spools & Reels (same as 1st Filing)
   6. Special spooling extra (same as 1st filing)
   7. Billing prices standard spools, same as 1st Filing.
   8. Magnet Wire in coils, same as Co. #1, 1st Filing

COMPANY #11

Quantity

1. Extras for less than full reels round, square and rectangular wire - same as 1st Filing.
2. 30,000 lbs or more in C.L. or L.C.L. same as for plain Magnet Wire (see 9th Filing)

Delivery - Same as 9th Filing

Terms - Same as 6th Filing.

Discount - All buyers of 5,000 lbs and over, to be shipped within 90 days from date of order - List less 5%

ELEVENTH FILING

November 23, 1933

Instructions for pricing Magnet Wire of Special Construction, 11/22/33
(a) Rectangular triple cotton insulation
(b) Rectangular quadruple cotton insulation.

TWELFTH FILING

November 24, 1933

Price List dated 11/22/33 Special prices on Single Enamel Magnet Wire to 20 companies manufacturing insulation (same as Co. #1, 7th Filing)

THIRTEENTH FILING

December 4, 1933

Instruction for pricing Magnet Wire of Special Construction 12/1/22
(a) Rectangular triple cotton insulation)
(b) Rectangular quadruple cotton insulation) Same as 11th Filing
(c) Single silk double enamel

FOURTEENTH FILING

December 7, 1933

1. Price List 12/6/33 superseding 11/6/33 (7th Filing) extras for Litz Wire. Prices same as 7th Filing except that price for 3 strand #36 single silk is added.
2. Price List 12/6/33 superseding 8/1/33 (1st Filing) extras for round and square 2 paper and 1 cotton wrap, adding sizes of 1/0 to 7 for round pricing Magnet Wire. No change in other prices.
3. Instructions for pricing Magnet Wire of Special Construction 12/6/33 superseding 12/1/33.

(a) Rectangular triple cotton insulation)
(b) Rectangular quadruple cotton insulation) same as 13th
(c) Single silk double enamel) Filing
(d) Round Magnet Wire wound parallel on reels)

FIFTEENTH FILING

December 13, 1933

Letter dated 12/13/33 Change in Terms effective 12/19/33, same as Co. #1. 12th Filing.

SIXTEENTH FILING

December 18, 1933

Letter 12/18/33 To meet competitive conditions effective immediately, revise 3rd page Price Sheet 7-D-11/20/33 (Covering Asbestos Insulated Wire)
Base 13.75 (a reduction of 3/4¢ per lb. from 10th Filing)

Delivery - Same as under Asbestos Insulated Wire, 1st Filing.

Terms - Changed same as 1st Filing

Discount - Same as 10th Filing.

SEVENTEENTH FILING

December 19, 1933

Price List #20-D-12/19/33 superseding #19-D 11/13/33 Base same as 8th Filing.
No change in extras over base, quantity or delivery (same as 9th Filing)
Terms changed as per 15th Filing.

EIGHTEENTH FILING

December 26, 1933

Price List #9-D-12/20/33 superseding #8-D-12/19/33 (not filed) covering extras for Asbestos Insulated Magnet Wire (See 16th Filing)
Extras over base all same as 10th Filing except that no mention is made of extra for Magnet Wire in coils.

Quantity

Extras for less than full reels, same as 10th Filing. No mention of C.L. or L.C.L. lots.

Delivery, Terms and Discount revised as per 16th Filing.

COMPANY #11

NINETEENTH FILING

December 29, 1933

Price List 12/28/33 supplement to 12/6/33 (14th Filing) extra for Litz Wire, 20 strand #38 enamel, double silk enamel.

TWENTIETH FILING

January 2, 1934

Letter 12/29/33 adding two companies to list of Insulators receiving special prices (See 12th Filing)

TWENTY-FIRST FILING

January 2, 1934 ..... Effective January 12, 1934

Letter 1/2/34 duplication of 20th Filing.

TWENTY-SECOND FILING

January 10, 1934..... Effective January 14, 1934

1. Instructions for pricing Magnet Wire of Special Construction 1/14/34 supersedes list 12/6/33 (14th Filing)
   (e) a b c & d under Item 3 - 14th Filing - no change
   (f) Bonded cotton, silk or paper insulation
   (g) Single covered cotton rectangular and square Magnet Wire
   (h) 1 paper & single cotton braid covered Magnet Wire
2. Price List 1/14/34 Supplement to 12/6/33 supersedes supplement 12/28/33 (19th Filing) extras for Litz Wire 20, 81, 162 strands #38.

TWENTY-THIRD FILING

January 18, 1934.....Effective January 28, 1934

Letter to District Offices 1/18/34 omitting interest at 6% per annum after due date on quotations to U. S. Government.

TWENTY-FOURTH FILING

January 22, 1934..... Effective January 25, 1934

Price List 1/25/34 Magnet Wire on pound and fractional pound spools (non-returnable)

1. Quantity - same as Co. #1 - 18th Filing, except 5% addition is omitted.
2. Delivery - Same as Co. #1, 18th Filing
3. Terms - (Applying to this price sheet only) 1/2% 10 days, net 30 days.
   Interest at 6% per annum added after due date.
4. Discount 60%

COMPANY #11

TWENTY-FIFTH FILING

January 24, 1934.....Effective January 29, 1934

Instructions for pricing Magnet Wire of Special Construction
1/29/34 supersedes list 1/14/34 (22nd Filing)
(i) Items e,f,g same as 22nd Filing
(j) 1 Paper and double cotton braid

TWENTY-SIXTH FILING

January 31, 1934.....Effective February 1, 1934

Price List #21-D 2/1/34 supersedes #20-D 12/19/33 (17th Filing)
Base same as 8th Filing
No changes in extras over base except sizes 16 to 40 A.W.G. single and double silk covered and sizes 15 to 40 single silk enamel. There is a reduction of approximately 6% (Same as Co. #1, 20th Filing)
Extras given for quantity lots from 2,000 to 4,999 lbs and for 5,000 lbs or over (not previously given)
No change in other conditions of quantity, delivery or terms. (See 17th Filing)

TWENTY-SEVENTH FILING

February 2, 1934 To meet Co. #21, Filing of January 23rd, Effective February 2, 1934
Price List 2/2/34 superseding 12/6/33 (14th Filing) Extras for Litz wire.
Reductions from 30¢ to$1.70 per pound (Same as Co. #1, Item 2-19th Filing)

TWENTY-EIGHTH FILING

February 2, 1934 .....Effective February 5, 1934

To meet Company #21, Filing of January 26th.
Price List 2/5/34. Extras for "Barberpole" wire - No contract and on contract for quantities from 2,000 to 5,000 and over.

TWENTY-NINTH FILING

February 8, 1934.....Effective February 11, 1934

To meet Company #1, Filing of February 11, 1934
1. Schedule of Reel & Spool prices to U.S.Government, 2/11/34
2. Letter to District Offices, 2/11/34. Instructions re Item 1.

THIRTIETH FILING

March 5, 1934.....Effective March 5, 1934

COMPANY #11

1. Price List 3/5/34 Extras for round, square and rectangular Magnet Wire with tinned conductor, sizes 3/0 to 34 (not previously given)
2. Price List 3/5/34 extras for square plain paper covered Magnet Wire, 2, 3 & 4 papers, sizes 1/0 to 14 (not previously given)
3. Instructions for Pricing Magnet Wire of Special Construction
   (a) Double Cotton Heavy Enamel
   (b) Double Silk Heavy Enamel
   (c) Paraffined Magnet Wire
   (d) Stranded Magnet Wire
   (e) Double Cotton Covered, 2 round bare copper wires laid parallel.

THIRTY-FIRST FILING

March 9, 1934.....Effective March 10, 1934

Magnet Wire #1, 3/10/34, Conditions of Sale - warehousing charge and commission to sales agents (same as Co. 1, Items 1 & 2, 29th Filing, except one city less)

THIRTY-SECOND FILING

March 16, 1934.....Effective March 17, 1934

Instructions for pricing Magnet Wire of Special Contruction 3/17/34
   (a) Square enamel and single cotton covered
   (b) Rectangular or square Magnet Wire (special)
   (c) 2 paper single cotton covered, size 19.

THIRTY-THIRD FILING

March 16, 1934.....Effective March 26, 1934

1. To meet Company #5, Filing 3/22/34, letter 3.16.34, adding city of Buffalo, N.Y. to list of 27 cities (31st Filing) from which stock is shipped without warehousing charge.
2. Letter 3/16/34 adding Bayonne, N.J. to list referred to under Item 1.

THIRTY-FOURTH FILING

March 23, 1934.....Effective March 27, 1934

1. Price sheet 3/27/34 extras for round asbestor single cotton, sizes 3/0 to 10, and enamel cellophane 15 to 25.
2. Instructions for pricing Magnet Wire of Special Construction, 3/27/34
   (a) 3 bare conductors laid parallel double cotton covered.

COMPANY #11

THIRTY-FIFTH FILING

March 23, 1934 .....Effective March 31, 1934

1. Price List 3/31/34 Extras for Litz Wire, cancelled over all sizes #40 & 41 - 10, 7 & 5 strands, less than 100# and 100# or more.
2. Price List 3/31/34 superseding 12/6/33 (Item 2, 14th Filing) 2 paper and 1 cotton wrap. Adding sizes 15 to 20 round Magnet Wire. There is a reduction in price of #19 round of 1.50 cents from price quoted under Item (c) 32nd Filing.

THIRTY-SIXTH FILING

March 28, 1934.....Effective April 7, 1934

1. Instructions for pricing Magnet Wire of Special Construction 3/31/34 superseding 3/17/34 (32nd Filing) No change from previous list except item (c) has been omitted as it is now shown on Price List covering 2 papers and 1 cotton wrap, 3/31/34 (35th Filing)
2. Price List 4/7/34 superseding 3/27/34, (Item 1, 34th Filing) extras for Asbestos Single Cotton & Enamel Cellophane. Adding extras for square asbestos single cotton, sizes 3/0 to 10. No change in other prices.

THIRTY-SEVENTH FILING

April 2, 1934.....Effective April 2, 1934.

Price List 4/2/34 Supplement to #21-D 2/1/34 (26th Filing) adding #7 single cotton enamel.

THIRTY-EIGHTH FILING

April 2, 1934.....Effective April 3, 1934.

Supplement #1 to Magnet Wire #1, 3/30/34, replaces Supplement #1. 3/22/34 (33rd Filing)

1. Item 1, City of Buffalo, N.Y. withdrawn from list exempt from 5% warehousing charge.
2. Item 2, City of Bayonne, N.Y. no change.
3. Winstead, Conn., added to list of those exempt.

THIRTY-NINTH FILING

April 3, 1934.....Effective April 4, 1934.

Pricing Instructions 4/4/34 Shot Firing Wire - Solid Copper Conductor insulated with Plain Enamel, double cotton, weather-proof treated - Symbol H D C E T - Single, and 2 conductors.

COMPANY #11

FORTIETH FILING

April 9, 1934 .....Effective April 9, 1934

Instructions for pricing Magnet Wire of Special Construction 4/9/34 supersedes 3/31/34 (36th Filing)
1. Omitting Square Enamel & Single Cotton covered
2. Rectangular or square Magnet Wire (Special) same as 32 & 36th Filings.

FORTY-FIRST FILING

April 12. 1934 .....Effective April 12, 1934

Price list 4/12/34 Supplementing 2/2/34 (27th Filing) extra for Litz Wire #38-5x32.

FORTY-SECOND FILING

April 13, 1934 .....Effective April 13, 1934

Price List 4/13/34 supersedes 3/5/34 (Item 2, 30th Filing) Extras for Square Plain Paper Covered, giving prices for 1 paper (not previously given) no change in prices for 2, 3, & 4 papers.

FORTY-THIRD FILING

April 30, 1934.....Effective April 30, 1934

Price List 4/30/34 supersedes 4/12/34 (41st Filing) Extras for Litz Wire #38, 5x32 Double Silk enamel, a reduction of .145¢ per lb.

FORTY-FOURTH FILING

May 2, 1934 .....Effective May 2, 1934

Letter 5/2/34 Regulations for Changing Magnet Wire Base. "M.W. Base is subject to change after 5PM of the day, a change in the published Magnet Wire Base, LCL, appears in the Daily Metal Trade."

FORTY-FIFTH FILING

May 10, 1934.....Effective May 10, 1934

Price List 5/10/34 Extras for Rectangular 2 paper, 1 cotton tape covered with additions for 3 to 8 papers.

COMPANY #11

FORTY-SIXTH FILING

May 16, 1934.....Effective May 17, 1934

Instructions for pricing Magnet Wire of Special Construction, 5/17/34
(a) Rectangular Double Cotton Enamel

FORTY-SEVENTH FILING

May 23, 1934 .....Effective May 28, 1934

Letter 5/28/35 Referring to provisions of Vinson Bill relating to 10% profit on material furnished to U.S. Navy Agree to quote on basis of rebating Government any amount in excess of 10% over total cost.

FORTY-EIGHTH FILING

May 31, 1934.....Effective June 4, 1934

Instructions for pricing Magnet Wire of Special Construction 6/4/34 supersedes 3/5/34 (Item 3, 30th Filing)
No change in items a, b, c, e.
Item d. Stranded wire changed to read:
"Add to the Magnet Wire Base Price 33-1/3% of the extra for the individual size wire for the same type of insulation as the completed conductor."
Previous filing was "Add 20% to the differential for the individual solid wire of the same size and construction."

FORTY-NINTH FILING

June 4, 1934 .....Effective June 8, 1934

Instructions re Magnet Wire Base in connection with Current Magnet Wire Price List, 6/8/34

FIFTIETH FILING

June 18, 1934.....Effective June 20, 1934

Price List 10-C, 6/20/34 supersedes 9-D-12/20/33 (18th Filing) together with letter 6/20/34 to all district offices advising a revision of Base Price, Terms and Conditions of sale applying to Asbestos Magnet Wire to conform with those applying to various Types of Magnet Wire. Pages 1 & 2 (referring to extras over base on round, square and rectangular wire) remain same (see 18th Filing) Page 3, revised, as shown below. Additional discounts to wholesalers under Sales Agency agreements (not shown on price sheet.) Base last published list, class 310-1 #21-D-2/1/34, 14.50 (26th Filing)

COMPANY #11

Quantity - Same as Items 1 and 2 under Quantity - 9th Filing.

Delivery - Same as Items 1 and 2 under Delivery - 9th Filing.

Terms Same as 15th Filing.

Discounts

To all Purchasers		To Wholesalers under Sales Agency Agreements		
Less than 1000 lbs	List	Less than 1,000 lbs		10%
1,000 to 4,999 lbs	5%	1,000 to 4,999 lbs	5% plus	10%
5,000 to 9,999 lbs	10%	5,000 to 9,999 lbs	10% "	10%
10,000 and over	15%	10,000 and over	15% "	5%

FIFTY-FIRST FILING

June 18, 1934.....Effective June 21, 1934

Price List 6/21/34 supersedes 4/2/34 (37th Filing) Supplementing class 310, #21-D (26th Filing) adding prices on #6 & 7 Double Cotton Enamel.

FIFTY-SECOND FILING

June 27, 1934.....Effective June 27, 1934

1. Letter 6/26/34 Re Vinson Bill, duplication of 47th Filing.
2. Price List 6/25/34 supersedes 4/7/34 (Item 2, 36th Filing) Enamel Cellophane, sizes 15 to 22, omitting sizes 23 to 25 incl. reductions in prices from 1% to 15 % according to size.

FIFTY-THIRD FILING

June 27, 1934.....Effective June 30, 1934

Magnet Wire #1 - 1 dated 6/30/34 replaces #1, 3/10/34 (31st Filing) re Conditions of Sale, adding 5 cities to previous list of 28, except from warehousing charge (See 38th Filing) same as Co. #1, 42nd Filing.

FIFTY-FOURTH FILING

July 11, 1934.....Effective July 9, 1934

To meet Co. #1 filing of 7/9/34

Re Land Grant Freight on Government Propositions
(Same as Company # 1, 44th Filing)

COMPANY #11

FIFTY-FIFTH FILING

July 12, 1934.....Effective July 14, 1934

Price list 7/14/34 supersedes 2/11/34 (Item 1, 29th Filing)
Reel and Spool
Prices to U. S. Government (Change in method of figuring - apparently a reduction)

FIFTY-SIXTH FILING

July 25, 1934.....Effective July 31, 1934

Instructions for pricing Magnet Wire of Special Construction 7/31/34 supersedes 3/27/34 (Item #2, 34th Filing)
No change in previous filing except on addition of 2 Plain Enameled Wires laid parallel with single cotton overall.

FIFTY-SEVENTH FILING

July 31, 1934.....Effective July 31, 1934

Letter to District Offices 8/1/34 Policies on quotations to U. S. Government.
1. Period of acceptance limited to 7 days
2. 6% per annum interest charge eliminated
3. Allow Government right to increase or decrease an order 10% but not 25% as incorporated in some Government bids.

FIFTY-EIGHTH FILING

August 21, 1934.....Effective August 25, 1934
replaces
Magnet Wire 1 - 2.C/25/34/#1 - 1, 9/30/34 (53rd Filing)
adding 4 cities to previous list 33, except from warehousing charge (See Co. 1, 47th Filing)

FIFTY-NINTH FILING

August 30, 1934.....Effective August 31, 1934

Price List 9/4/34 supersedes 1/25/34 (24th Filing) Magnet Wire on pound and fractional pound spools (non-returnable)
Increases of 5% to 125% according to size and quantity, no mention of 1/2 lb spools.
Delivery, Terms and Discount, same as Co. 1, 46th Filing.

SIXTIETH FILING

September 12, 1934.....Effective September 14, 1934

Sheet #2, 9/14/34. supersedes #1. 11/22/33 and Supplement 1/2/34 (12th & 20th filings) List of 21 Insulators receiving special prices, sizes 41 & 42 added., no change in other sizes.

SIXTY-FIRST FILING

September 12, 1934.....Effective September 20,1934

Magnet Wire #1 - 3, 9/20/34 replaces #1 - 2, 8/25/34 (58th Filing) adding 3 cities to previous list of 37, exempt from warehousing charge (Same as Co. #1, 49th Filing.)

SIXTY-SECOND FILING

September 24, 1934.....Effective September 24,1934

Price Sheet 9/22/34 extras for 75% purified Cotton Magnet Wire.

SIXTY-THIRD FILING

September 28, 1934.....Effective September 28,1934

Sheet #3, 9/29/34 supersedes #2, 9/14/34 (60th Filing) adding one company to list of 28 Insulators receiving special prices.

SIXTY-FOURTH FILING

October 8, 1934.....Effective October 8, 1934

Magnet Wire 1-4, replaces #1 - 3, 9/20/34 (61st Filing) Adding 2 cities to previous list of 40, exempt from warehousing charge (same as Co. #1, 52nd Filing)

SIXTY-FIFTH FILING

October 15, 1934.....Effective October 18, 1934

Price Sheet #22-D, 10/18/34 supersedes 21-D - 2/1/34 (26th Filing)
Base 15.25 (increase of 3/4¢ over previous filing)
No changes in extras over base (See 1st Filing)
Additional conditions of sale -
Rectangular wire - all wires between sizes taken advance of next smaller size.

Quantity

1. Items of 30,000 lbs or more in C.L. & L.C.L. (same as items 1 & 2, 9th Filing)
2. Add $5 (set up charge) on items less than one reel (approximately 200 lbs) of rectangular shape wire - 1 reel previously specified as 225 lbs.
3. Extras for round and square wire in less than 200 lbs same as 1st Filing but the extra is based on total weight of all items of round and square wire and is to be added to each item.

COMPANY #11

4. Oxygen Free High Conductivity Magnet Wire (same as 1st Filing)
5. Extras for lots of 2,000 - 5,000 lbs and over (same as 26th Filing).....

Delivery

Same as 9th Filing, except that "at seller's option orders for less than 100 lbs, except those applying against contracts of 1,000 lbs and over, are F.O.B. point of shipment.

Terms Same as 15th Filing.

SIXTY-SIXTH FILING

November 24, 1934.....Effective November 26, 1934

Magnet Wire #1 - 5, 11/26/34 replaces 1 - 4, 10/8/34 (64th Filing)
List of cities exempt from warehousing charge same 5% commission to sales agents cancelled (same as Co. 1, 54th Filing)

SIXTY-SEVENTH FILING

December 19, 1934.....Effective December 19, 1934

Magnet Wire #17, December 15, 1934 supersedes 7/14/34 (55th Filing) Reel & Spool prices to U. S. Government - apply to ANY CUSTOMER No change in prices.

SIXTY-EIGHTH FILING

February 2, 1935.....Effective February 12, 1935

1. Letter to District Offices, 2/2/35
   (a) Eliminating 6% per annum. Interest to U. S. Government on all bids and in all branches (See 57th Filing) Also to State and Municipal Governments.
   (b) Granting right to increase or decrease an order by 10% but not over 10% as may be requested in some instances.
2. Letter 2/2/35 withdrawing Item 1 - 8/1/34 (#1 - 57th Filing) limiting period of acceptance on Government quotations. to 7 days - due to fact that competitors generally are not so filed.

SIXTY-NINTH FILING

February 19, 1935.....Effective February 23, 1935

1. Letter 2/19/35 Incorporate in Magnet Wire instructions - "Prices are to be quoted under all closed bidding procedure for acceptance within 30 days from date of opening of bids."

COMPANY #11

2. Letter 2/19/35 cancels letters 2/2/35 and 8/1/34 re Policies on quotations to U. S. Government. No change in Items 1, a & b of 68th Filing - 30 days clause specified in letter (Item 1 above) added.

SEVENTIETH FILING

April 17, 1935.....Effective April 27, 1935

Letter 4/17/35 Governing closed bids to Federal, State & Municipal Governments - filed prices applicable to total poundage in one or more schedules or other form of request, for opening on any one date.

SEVENTY-FIRST FILING

May 2, 1935. To meet Co. #7, Filing of same effective date, Effective May 4, 1935.

1. Letter of May 2, 1935 (Hectograph copy) notice of filing new prices and extras on Magnet Wire, Class 310-1
Base 15.25¢ per lb. in L.C.L. (same as 65th Filing)

Quantity

(a) 30,000 lbs and over in C.L. deduct 1/2¢ per lb. from Base and 5% from total price.
(b) 15,000 lbs and over, deduct 1/4¢ per lb. from Base
(c) Orders or contracts for 5,000 lbs or more, size #25 and finer, deduct 5% from total price.

2. Price Sheet #23-D (hectograph copy) 5/4/34 supersedes #22-D 10/18/34 all classes of round Magnet Wire. No changes in extras for rectangular or square Magnet Wire.
Changes in extras for all types of round wire except Plain enamel, double plain enamel and square Magnet Wire (same as Co. #1, 61st Filing) Increases from 1¢ to 65¢ per lb, according to size and type.

SEVENTY-SECOND FILING

May 6, 1935.....Effective May 4, 1935

Price Sheet #23-D-5/4/35 supersedes 22-D, 10/18/34
Base 15.25¢ per lb. in L.C.L. (same as 71st Filing)
No changes in extras for rectangular or square wire.
Changes in extras for round wire (see 71st Filing)
Additional conditions of sales rectangular wire (same as 65th Filing)
Extras for colors, tracer, Magnet Wire in coils, spools and reels, no change, same as 1st Filing.

Quantity

1. 30,000 lbs & 15,000 lbs and over (same as Items 1 & 2) (71st Filing.)

COMPANY #11

2. 5,000 lbs or more #35 (same as item 3, 71st filing)
3. Set up charge on rectangular wire (same as Item 2, 65th Filing)
4. Less than 200 lbs (same as Item 3, 65th Filing)
5. Oxygen Free High Conductivity (Same as Item 4, 65th Filing)
6. Extras for lots of 2,000 & 5,000 lbs and over (same as Item 5, 65th Filing)

Delivery - Same as 65th Filing

Terms - Same as 65th Filing

APPENDIX A, PART 4

FRACTIONAL HORSEPOWER MOTORS

Chronological Record of Price Filings by Companies

FRACTIONAL HORSEPOWER MOTOR PRICE FILING STUDY

The Fractional Horsepower Motor Industry is comprised of 47 companies. This study is of 43 companies; four, because of making non-comparable motors, motors on special order or very limited lines are not included. The price call issued under date of January 5th and prices were to be filed by January 29th.

The scope of the industry is shown in the price call which is attached hereto.

Thirty-five of the members of the industry which are the subject of this study, have cooperated with each other over a period of years, through being members of the National electrical Manufacturers Association and otherwise. For purposes of generality, the industry can be divided into two sections: standard companies and non-standard companies. The non-standard can only be commented on individually. At the time of the original filings, the standard companies' filings comprised the following:

1. Classification of Purchasers and discounts to such classifications.
2. Terms of sale.
3. Delivery Policy.
4. Definition of Classifications of Purchasers.
5. Multipliers (the use of multipliers is a departure from the normal method of doing business, as specific companies are assigned specific discounts, rather than a specific discount being given to a special class).
6. Quantity discounts to all classes for unit shipment of 10 or more motors.
7. Discount plan for Class G purchasers (resale machinery manufacturers) based on quantity and shipping requirements.
8. Motor Prices-
   General Purpose and Special Application Motor Prices are both subject to discounts, etc.
9. Electrical Modifications.
10. Mechanical Modifications.
11. Motor dimensions.

This filing, as has been noted above, was effective as of January 29, 1934. Thereafter there was two major filings by standard companies.

The first established a considerable increase in the quantity discounts to resale machinery manufacturers together with a general price revision, slightly upward. This filing was generally effective March 19, 1934.

The second major filing was generally effective November 5, 1934. This filing increased the customer classification discounts, closing the gap between the Class G and other customers. The other filings were quite desultory and unimportant.

It will be noted that due to increase in discounts, the customers were paying a less price for fractional horsepower motors at the end of the price filing period than they were at its commencement. As the price filing period was quite short, it is impossible to reach any conclusion as to whether this decrease in net price was due to price filing or not.

Looking over the whole period of price filing by members of this industry, the conclusion is inescapable that the end left the industry practically as it found it in the beginning

COMPANY #1

The original filing of this company received on February 1, 1934 and effective the same date was on three types of motors on a list basis. Prices were quoted f.o.b. factory, net cash 30 days or 2% 10 days from date of invoice. Retail buyers received a 10% discount on all motors other than replusion capacitor single phase motors on which there was no discount.

Dealers, central stations, manufacturers for resale or industrial concerns paying in substantial quantities, received a discount of 20-10% except for the repulsion capacitor single phase motor where the ciscount was 20%.

Four companies were given special discounts not subject to further discounts ranging from 30 to 33-1/3%. In addition, by agreement, purchasers could obtain an annual quantity discount ranging from 2% for invoicing totalling $1,000.00 to 10% for invoicing totalling $25,000.000.

COMPANY #2

January 29, 1934.....Effective January 29, 1934.

Discounts to Classification of Purchasers - Note 1.
Terms of sale - Net 30 days.
Delivery - f.o.b. freight allowed to destination.
Definition of Classification of Purchasers - Note 2.
Multipliers (discounts to specific companies)
Quantity discounts based on unit shipments of 10 or more motors.
Standard discounts to Class G purchasers - Note 3.
Motor Prices - small line.
Electrical Modification.
Mechanical Modification.
Class D - Annual Quantity Discounts - Note 7.
Class G - Annual Quantity Discounts - Note 3.

April 5, 1934.....Effective April 16, 1934.
Initiating Revision

Two changes in types of Class A and Class B users.
25% discount allowed educational institutions.
Provisions for territorial distributors' terms of sale and delivery basis to be matter of contract.

COMPANY # 2 (Continued)

Increase in quantity discounts to Class G Purchasers - Note 4.
10% discounts to all classes based on unit shipment of 150.00 or more book price.
Approximately 10% increase in two types of motors (21 motors).

April 6, 1934 .....Effective April 16, 1934.
Initiating Revision

Addition of two companies to multiplier list.

November 5, 1934 .....Effective November 5, 1934.
Coincident Revision

To meet #15 company filing.
Change in discount to classes of customers - Note 5.
Definition of Classification of Customers - Note 6.

November 30, 1934 .....Effective December 10, 1934.
Initiating Revision

Complete multiplier list.

COMPANY #3

January 29, 1934 .....Effective January 29, 1934.
Original Filing

Prices - Two types of motors (23 motors).
Electrical modifications.
Mechanical modifications.
10% discount for unit shipment of ten or more motors.
Terms - 30 days net.
Delivery - f.o.b. factory - freight allowed to destination.
Classification of customer discounts as follows:
Same as Note 1, except Class C, 19 .
Class D, discount - Note 7.
Description of Class B Purchasers (standard, see Note 2.)

November 12, 1934 .....Effective November 22, 1934.
Initiating Revision

From approximately 12 to 40% reduction on all motor prices.
Discount schedule for Customer Classification. - Note 5., except Class C, 19%.

COMPANY #4

January 29, 1934 .....Effective January 20, 1934.
Original Filing.

Motor Prices - complete line.
Mechanical Modifications.
Electrical Modifications.
Discount schedule for machinery manufacturers ranged from 25% for one motor to 25-25% for 200 and over. Also if a machinery manufacturer was on a monthly schedule, the discount was 50%.
Dealers - 25%.
Contract dealers - 32%.
Jobbers and distributors - 40%.
Terms - 1%, 10 days, 30 days net.
Shipping - Freight allowed to destination.

February 19, 1934 .....Effective March 1, 1934.
Initiating Revision

Addition to list of mechanical and electrical modifications.
Discounts:
To distributor under contract, 46%.
To machinery manufacturer, Federal, State, Municipal Government and Public Utilities range from 25% for lots of one motor to 35-35% for lots of 500 and over.
In addition these customers, if on a schedule of 200 motors or more per month for a period of five months or more receive a discount of 50%.

September 28, 1934 .....Effective October 8, 1934.
Original Filings of four types of motors.

Approximately 8% reduction in price of 37 specific motors.

November 12, 1934 .....Effective November 22, 1934.
Initiating Revision

Approximately 5% increase in most motor prices.
Addition to electrical and mechanical modification list.
Discounts to resale machinery manufacturers range from 25% on shipment of one motor to 50% on shipment of one thousand or over within five months.
Discount schedule to other classes:

Class B	-	20%
Class C	-	25%
Class F	-	25%
Class D	-	32%
Class E	-	25%
Jobber	-	40%
Distributor under contract	-	46%

COMPANY #4

January 7, 1935 . . . . . .Effective January 17, 1935.
Initating Revision

Slight change in prices of unit Heater Motors.

COMPANY #5

January 29, 1934 .....Effective January 29,1934.

Original filing.
Definition of Classification of Customer..- Note 2.
Discounts to Classification of Customers. - Note 1.
Quantity discounts of 10% on unit shipments of 10 or more units to all classes.
Quantity discount to Class G Purchasers. - Note 3.
Terms - 30 days net.
Mechanical and electrical modifications.
Motor prices.

February 26, 1934.....Effective March 8, 1934
First Revision
Delivery-where necessary to meet competition, freight allowed to destination.
Complete multiplier list.
Additional discount to 5 specific customers on specific motors.

March 2, 1934.....Effective March 12, 1934.

Inclusion of two new types of motors.

March 16, 1934.....Effective March 26, 1934.

Guide for figuring prices of mechanical and electrical modifications.

April 2, 1934.....Effective April 12, 1934.
Initiating Revision
Prices filed on 9 new motors.

April 20, 1934.....Effective April 30, 1934.

Change in discounts to Class G Purchasers. Note 4.
Change in multiplier list (few)
10% increase on approximately 8 types of motors.

April 30, 1934.....Effective May 10th, 1934.
Initiating Revision
Change in quantity discount of 10% for unit shipment of 10 or more motors to conform to quantity discounts set forth in filing, effective April 30th. (10% discount for unit shipment amounting to $150.00 or more).

COMPANY #5

June 15, 1934.....Effective June 25, 1934.

Re-statement (without change) of discount to Class G manufacturers as contained in filing effective April 20th.

January 5, 1934.....Effective January 15, 1934.
Initiating Revision

Slight reduction in price of three of the motors originally filed April 2, 1934.

COMPANY #6

January 29, 1934.....Effective January 29, 1934.
Original Filing

Motor prices (fairly complete line).
Additions for motor pulleys and bases.
Electrical modifications
Mechanical modifications.
Discounts:

Class C	-	30-10%
Class D	-	30-10-7%
Class F	-	30-10%
Class G-without agreement		30-10%
Class G-with agreement		30-10%-7%
Class C-with sale service agreement		20-10-7½%

All classifications when purchase orders total $10,000 or more for immediate release 20-10-7-2½%.
Terms - 30 days net 60 days trade acceptance. 2% 10 days FOB. fact.
Additional 2½% discount allowed for freight differential on shipments to points west of Rocky Mountains

April 5, 1934.....Effective April 16, 1934.
Initiating Revision

Net prices on six motors to all classifications when purchase order totals $16,000, list (approximately 42% off list).

April 12, 1934.....April 22, 1934.

Class C customers who have motor sales service agreement, given discounts equal to 42% and multipliers on 8 motors.

May 3, 1934.....Effective May 13, 1934.

Increase in price of approximately 15% for two types of motors.

December 28, 1934.....Effective January 7, 1935.

Statement that the same list price as is used for Sleeve Bearing Motors be used for Ball and Timken Bearing Motors when necessary to meet competitive prices.

December 31, 1934.....Effective January 10, 1935

Statement that same list applies for Polyphase Motor of 550 volts as 220-440 volts.

February 21, 1935.....Effective March 4, 1935
Initiating Revision
Addition of three types of motors

COMPANY #7

January 29, 1934.....Effective January 29, 1934.
Original Filing
Schedule of annual discounts to class G purchaser - Note 3.
Motor prices (complete line).
Electrical Modifications
Mechanical Modifications.
10% discount for unit shipment of 10 or more motors.

February 12, 1934.....Effective February 22, 1934.
Initiating Revision
Discounts to classifications of purchasers - Note 1.
Discount to educational institutions -25%
Delivery policy - f.o.b. factory, freight allowed to destination.
Definition of Classification of Purchasers - Note 2.
Multiplier list
Additional discounts on specific motors to some class G purchasers.
Class D annual quantity discount - Note 7.
Terms of sale - net 30 days.

February 26, 1934.....Effective March 8, 1934.
Initiating Revision
Price list of additional motors (two types).

March 19, 1934.....Effective March 19, 1934.
Coincident Revision to meet #15 Co. filing.
Withdrawal of schedule of additional discounts to Class G purchasers on specific motors.
Addition to multiplier list.
Discounts to class G purchaser. - Note 4.
Approximately 10% increase in all motor prices.
Electrical and Mechanical Modifications.

August 21, 1934.....Effective August 31, 1934.

Class G discount - 25%.
Class G-multiplier list.

November 5, 1934.....Effective November 15, 1934.

Change in discounts to all classes of purchasers. - Note 5.
Reduction of discount to educational institutions from 25 to 10%.
Definition of Classification of Purchasers. - Note 6.
Classes B and C multiplier list.

November 26, 1934.....Effective November 26, 1934.
Coincident Revision to meet #43 Co.
More complete multiplier list superseding all others.

November 26, 1934.....Effective December 6, 1934.
Initiating Revision
Addition of one company to multiplier list.

COMPANY #8

January 25, 1934.....Effective January 29, 1934.

Definition of Classification of Purchasers - Note 2.
Discounts to Classification of Purchasers - Note 1.
Annual quantity discount to Class D purchasers - Note 7.
Quantity discount based on unit shipments of 10 or more motors.
25% discount to educational institutions.
Delivery - f.o.b. factory, freight allowed to destination.
Terms - 30 days net.
Classes B, C, and G multiplier list.
Class G discounts - Note 3.
Additional discount to some Class G purchasers on specific motors.
Motor prices - complete line.
Electrical and Mechanical Modifications.
Motor Dimensions.

March 19, 1934.....Effective March 19, 1934
Coincident Revision to meet #15 Co. filing.
Classes B, C, and G multiplier list.
Discount to Class G purchasers - Note 4.
Approximately 10% increase in motor prices.
Electrical and Mechanical Modifications.

May 3, 1934.....Effective May 13, 1934.

5% increase in eight motor prices and 4% increase in two motor prices.

May 10, 1934.....Effective May 20, 1934.

Two changes in class B customer classification definition.

August 27, 1934.....Effective August 30, 1934.
Coincident Revision to meet #10 Co. filing.
Change in multiplier for one company.

September 4, 1934.....Effective September 11, 1934.
Initiating Revision
Definition of Class B customer classification.
Classes B and G customer classifications.
Class G multiplier list.

September 4, 1934.....Effective September 14, 1934.
Initiating Revision
Approximately 2% reduction in motor prices (18 motors).

November 3, 1934.....Effective November 5, 1934.
Coincident Revision to meet #15 Co. filing
Definition of Classification of customers - Note 6.
Increase in discount to all classes of customers - Note 5.

December 3, 1934.....Effective December 13, 1934.
Initiating Revision
Conditions under which orders may be accepted at previous price after filing of increased prices.

COMPANY #9

January 29, 1934.....Effective January 29, 1934.

Original Filing.
Discount to classification of purchasers. - Note 1.
Terms of sale - Net 30 days.
Annual quantity discount to Class D. Note 7.
Delivery policy - f.o.b. factory, freight allowed to destination.
Definition of classification of Purchasers.- Note 2.
Multiplier list.
Discount: - 10% based on unit shipment of 10 or more motors.
Discount to Class G Purchasers. - Note 3
Motor Prices - Small line.
Electrical and Mechanical modifications.

February 13, 1934.....Effective February 22, 1934.

25% discount to educational institutions.

March 29, 1934.....Effective April 9, 1934.

Increase in quantity discounts to Class G purchasers. - Note 4.
Discount of 10% for unit shipment of motors amounting to at least $150.00 book value.
Approximately 10% increase in motor prices.

April 13, 1934.....Effective April 23, 1934.

Multiplier List.

September 25, 1934.....Effective October 5, 1934.
Initiating Revision
Condition under which orders may be accepted at previous prices after filing of increased prices.

November 3, 1934.....Effective November 5, 1934.
Coincident Revision to meet #15 Co. filing.
Increase in customer classification discount. - Note 3.
Definition of Classification of Purchasers. - Note 6.

November 6, 1934.....Effective November 16, 1934.
Initiating Revision
Classes B and C multiplier list.

November 17, 1934.....Effective November 27, 1934.
Initiating Revision
Supplementary List.
Classes B and C multipliers.

December 17, 1934.....Effective December 27, 1934.

Classes B and C multiplier list.

COMPANY #10

January 29, 1934 ....Effective January 29, 1934.
Original Filing
Delivery Policy: - Machinery manuracturers f.o.b. factory, freight allowed to destination. All other customers, freight collect.
Terms of sale: - Net 30 days.
Discount Schedule and Customer Classification:
Class I - Machinery manufacturer dealer, 16⅔ discount
Class II- Machinery manufacturer branch distributor ice cream company, 25% discount.
Class III - Machinery manufacturer, assigned multiplier, and earned quantity discount.
10% discount on unit shipment of 10 or more motors to Class III customer.
Annual quantity discount of Class III ranges from 3% on purchases of 2500 motors, to 14% on purchase of 100,000 motors or over.
Class III Purchases discount. - Note 3.
Motor Prices - fairly complete line.
Electrical and Mechanical Modifications.

February 9, 1934 .....Effective February 19, 1934.

Class III Multipliers
Class III - Additional discount on specific motors (range 3 to 14%)
Prices on two types of motors. No change.

February 21, 1934 .....Effective March 3, 1934.
Class III - Multiplier List. 3 changes in list, effective Feb. 19, 1934.

March 16, 1934 .....Effective March 19, 1934, to meet #15 Co.
Delivery Policy: - all classes f.o.b. factory, freight allowed to destination.
Class III discount - Note 4.
Class III multipliers.
Price changes in practically all motors - generally slightly upward but some slight decreases.
Supplementary Electrical and Mechanical Modifications.

April 2, 1934 .....Effective April 12, 1934.
Initiating Revision
Decrease in one motor price.
Electrical and Mechanical Modifications - One motor.

April 9, 1934 .....Effective April 19, 1934.
Initiating Revision
Price decreases - four types of motors.
Electrical and Mechanical Modifications.

April 19, 1934 .....Effective April 30, 1934.

Educational Insitiutions discount - 25%
Approximately 4% reduction in two motors, - addition of one type of motor.

COMPANY #10

April 23, 1934 .....Effective May 3, 1934.
Addition of two types of motors.

April 26, 1934 ....Effective May 7, 1934.
Addition of one type of motor.

May 14, 1934 .....Effective May 14, 1934.
Meeting #43 Co. filing.
Electrical and Mechanical Modifications.

May 16, 1934 .....Effective May 26, 1934.
Initiating Revision
Discount revision
Classes A, B, and C added to Classes 1, 2 and 3.
Standard discount for each class. Note 1.
Electrical and Mechanical Modifications.

June 25, 1934 .....Effective July 5, 1934.
Change in one multiplier.

July 10, 1934 ....Effective July 13, 1934.
Coincident Revision to meet #15 Co. filing.
Change in one multiplier.

July 25, 1934 .....Effective August 4, 1934.
Approximately 15% reduction in price of one motor.

August 20, 1934 .....Effective August 30, 1934.
Initiating Revision
Change in one multiplier.

November 5, 1934 ....Effective November 5, 1934.
Coincident Revision to meet #15 Co. filing.
Change in discount to Classes of Purchasers.
Classes A, B, and C same as Note 5.
Educational institutions - 16%.
Class I - 17%
Class II - 25%
Class III - 20%
In addition to assigned multiplier, Classes A, B, C, D, 1 and 3 are given 10% discount for unit shipments amounting to $150 list price.

September 18, 1934.....Effective September 28, 1934.
Four additional multipliers.
Approximately 20% reduction on six motors.

October 30, 1934.....Effective November 9, 1934.
Addition of six motors.

November 7, 1934.....Effective November 17, 1934.
Addition of one multiplier.

December 28, 1934.....Effective January 7, 1935.
Addition of 13 motors.

COMPANY #11

January 29, 1934.....Effective January 29, 1934.
Original Filing

Discounts: -
Users.....Net to 20%
Dealers, for resale.....10 to 15-10%
Jobbers and mfrs., for resale.....15-10
Quantity Discount -
10 of one specification.....10%
50 of one specification.....15%

Delivery: -
F.o.b. factory - Government delivery, destination.

Terms: -
30 days net, 2%, 10 days from dating or bi-monthly.

Motor prices - semi-complete line.

Motor dimensions.

March 1, 1934.....March 12, 1934.

Customer Classification Discount: -
Class A 10%
" B 15
" C 20
" D 15-10
" E 20
" F 15
" G 15-10

Educational institutions: - 15-10%.

Quantity discounts based on shipping requirements:

1. Shipped and billed within 3 months from date of initial shipment-

Lots of	Discounts
10 to 24	10%
25 to 49	12½
50 to 99	15
100 or more	17½

2. Shipped and billed within 6 months of date of initial shipment-

25 to 49	10
50 to 99	12½
100 to 249	15
250 or more.	17½

3. On orders of assorted specifications shipped and billed within 6 months from date of initial shipment -

List Value of	Discounts
$1500	7½
3000	10
7000	12½
10000	15

Delivery:- f.o.b. factory, freight allowed to destination.

Mechanical Modifications.

Motor Prices - Approximately 25% increase in one type of motor.

COMPANY #11

May 28, 1934.....Effective June 7, 1934.

Customer Classification discount changes:-
Class D - without agreemant 15-10%
with agreement 20-10
Class G - without agreement 15-10
with agreement 20-10
Educational Institutions 20-10%
Quantity discounts:-
1. Unit shipment of motors of identical specifications-
5 to 9 ..... 5%
10 or more 10
2. Motors of identical specifications to be shipped within 3 months:-
15 to 24 10
25 to 49 15
50 to 99 20
100 to 249 25
250 to 500 30
3. To be shipped within 6 months:-
25 to 49 10
50 to 99 15
100 to 249 20
250 to 499 25
500 to 999 30
1,000 or more 35
4. Motors of identical or assorted specifications:-
a. To be shipped within 3 months-
List value $200 and over 10
" " 500 " " 15
" " 1,000 " " 20
" " 2,500 " " 25
" " 5,000 " " 30
" " 12,000 " " 35
b. To be shipped within 6 months-
List value $ 1,000 and over 10
" " 2,500 " " 15
" " 5,000 " " 20
" " 12,000 " " 25
" " 25,000 " " 30
" " 50,000 " " 35
Electrical modifications.
Mechanical modifications.
Approximately 20% reduction in 2 types motors; 10% increase in 2 types of motors.

COMPANY #12

January 29, 1934.....Effective January 29, 1934.
Original Filing
Discounts to Classification of Purchasers.- Note 1.
Discount to Class D purchasers.- Note 7.
Terms - Net 30 days.
Delivery:- f.o.b. factory, freight allowed to destination.
Definition of Classification of Purchasers.- Note 2.
Multiplier List.
Motor Prices (small line).
Electrical and Mechanical Modifications.

May 14, 1934.....Effective May 24, 1934.
Two changes in Class B customers.
Provision making any user purchases whose purchases of motors average a thousand dollars annually over a period of three consecutive years entitled to Class B discounts.

February 7, 1934.....Effective February 18, 1934.
Initiating Revision
Discounts to Classification of Purchasers.- Note 5.
Definition of Classification of Purchasers.- Note 6.
Complete Multiplier List.
Change in Motor Prices:- One type approximately 25% reduction.
One type approximately 10% increase.

COMPANY #13

January 29, 1934.....Effective January 29, 1934.
Discounts to Classification of Customers.- Note 1, except no discount to Classes C, D and H, and 36% discount to Class E., 10% discount for unit shipments of 10 or more motors.
Discount plan for Class G purchasers based on quantity and shipping requirements.- Note 3.
Class G multipliers. Specific discounts on specific motors to some Class G. purchasers.
Motor Prices (fairly complete line).
Mechanical and Electrical Modifications.
Terms - 30 days net.
Shipping f.o.b. - freight allowed to destination.

February 12, 1934.....Effective February 13, 1934.
Authorized by Supervisory Agency
Motor Prices.

March 17, 1934.....Effective March 19, 1934.
Coincident Revision to meet #15 Co filing.
Educational institutions - discount 25%.
Increase in quantity discounts to Class G Purchasers.- Note 4.
10% discount to all classes based on unit shipment of $150 or book price.
Multiplier List.

COMPANY #13

March 21, 1934.....Effective March 22, 1934.
Coincident Revision to meet #15 Co. filing.
Filing adopting #15 Co. filing which became effective on March 19, 1934. Filing is tempory and to be in effect only until filing received March 21st becomes effective.

March 28, 1934.....Effective March 28, 1934.
Coincident Filing to meet #15 Co. filing effective March 19th.
Motor Prices.

April 3, 1934.....Effective April 13, 1934.
Initiating Revision
Approximately 10% increase in prices in most motors.

April 30, 1934.....Effective May 10, 1934.
Increase in prices effective April 13, 1934 (four types of motors).

May 18, 1934.....Effective May 28, 1934.
Giving wholesale distributors with home office approval a discount of 20-42%.

September 4, 1934.....Effective September 14, 1934.
Initiating Revision
Class G Multiplier List.
Addition of two types of motors.

September 22, 1934.....Effective, October 2, 1934.
Initiating Revision
Reduction in six motors (approximately 10%) from filing effective May 10th.

January 25, 1935.....Effective February 4, 1935.
Initiating Revision
Withdrawal of 20-42% discount allowed wholesale distributors.

January 28, 1935.....Effective February 7, 1935.
Initiating Revision
Supplemental motor prices.

February 22, 1935.....Effective March 11, 1935.
Electrical and Mechanical Modifications (2 items).

COMPANY #14
Original Filing

January 29, 1934.....Effective January 29, 1934.

Complete List of multipliers.
Specific discounts to specific customers on purchase of specific motors.
Filing increasing list price on all price pages dated after August 1, 1930 and prior to January 22, 1934, 21% except:

COMPANY #14

Fractional Horsepower Motors.
3/4 Horsepower, 1800 r.p.m. and smaller down to 1/3 H.P. 1800 r.p.m. which were increased 15%
Also 1/3 Horsepower 1800 r.p.m.
1/4 Horsepower 1200 r.p.m.
1/6 Horsepower 900 r.p.m. and smaller which were increased 15% and 10%.
Terms: - Net 30 days.
Delivery Policy: - f.o.b. factory, freight allowed to destination.
Definition of Classification of Purchasers.- Note 2.
Discount to Class D Purchasers based on annual quantity discount.- Note 7.
Discount to Classification of Customers.- Note 1.
Electrical and Mechanical Modifications.
Motor Prices.

May 19, 1934.....Effective June 1, 1934.
Note: Filing dated "effective June 1, 1934."
Discount to educational institutions 25%.

August 24, 1934.....Effective September 4, 1934.
Redefinition of Class B users.

January 31, 1935.....Effective February 11, 1935.
Supplementary multiplier list.

COMPANY #15

January 29, 1934.....Effective January 29, 1934.
Original Filing.
Terms: 30 days net.
Classification of customers discount. Note1.
Discount to educational institution.....25%
Annual quantity discount to Class D purchasers. Note 7.
Definition of Classification of customers. Note 2.
Delivery Policy - f.o.b. factory, freight allowed to destination.
Classes B, C, and G multipliers.
Additional discounts on specific motors to specified Class G purchasers.
10% discount for unit shipment of 10 or more motors.
Class G discount based on quantity and shipping requirements. Note 3.
Motor specifications.
Motor prices (complete line).
Electrical and Mechanical modifications.

February 5, 1934.....Effective February 15, 1934.
Motor prices - one new type of motor.

February 7, 1934.....Effective February 6, 1934.
Coincident Revision (To meet #17 Company)
Additional discount on specific motors given to Class G purchasers.

COMPANY #15

February 12, 1934.....Effective February 21, 1934.
If Federal, State or Municipal Governments in their requests for bids specify terms for payment other than net 30 days, bids will be in compliance with such request.
Changes in definition of Class A and Class B customers (addition of two new types of customers).

February 26, 1934.....Effective March 8, 1934.
Change in multipliers and additional discount for motors to two Class G Purchasers.

March 9, 1934.....Effective March 19, 1934.
Classes B, C, and G multiplier list.
Discount to Class G customers based on quantity and shipping requirements. Note 4.
10% discount on unit shipments of $150.00 or more.
Approximately 10% increase in some types of motor prices.
Where Federal, State, and Municipal Governments in their requests for bids specify terms of payment other than net 30 days, terms will be extended in accordance with such specifications.

March 13, 1934.....Effective March 23, 1934.
Motor prices on motors not covered by price change effective March 19th.
Approximately 10% increase of prices effective January 29th.

May 5, 1934.....Effective May 17, 1934.
(Dated Effective May 17th)
Addition to Class G and Class B of one industry each.
Definition of customer classification.
Addition of two Class G multipliers.

June 22, 1934.....Effective July 2, 1934.
Initiating Revision.
Conditions under which orders may be accepted after the effective date of an increase in price at the previous price.
Addition of one new type of motor.

July 3, 1934.....Effective July 13, 1934.
Initiating Revision.
Addition of one Class G multipliers.

August 10, 1934.....Effective August 20, 1934.
Restatement of Class B definition of customer classification.

September 21, 1934.....Effective October 3, 1934.
(Dated to be Effective October 3rd).
Addition of one type of motor.

October 26, 1934.....Effective November 5, 1934.
Initiating Revision.
Discount to classification of customers. Note 5.
Definition of classification of customers. Note 6.

COMPANY #16

Original Filing

January 29, 1934 .....Effective January 29,1934.
Terms: - Net 30 days.
Delivery Policy: - f.o.b. factory, subject to the following:
To meet competition -freight may be allowed on shipments to any authorized railway freight station within the confines of the U.S.A.
Discounts to Classification of Customers.- Note 1, except that Class D is omitted.
Definition of Customer Classification.- Note 2.
10% discount for unit shipments of 10 or more motors.
Quantity discounts to Class G Purchasers.- Note 3.
Electrical and Mechanical Modifications.
Motor Prices.
Motor Specifications.

February 5, 1934 .....Effective February 15,1934.
Prices for additional motors.

March 22,1934 .....Effective April 2, 1934.
10% discount for unit shipments amounting to at least $150 list value.
Complete multiplier list.
Discounts to Class G Purchasers.- Note 4.
New Mechanical Modifications.
Motor Prices - downward revision approximate range 5 to 12%.

March 31, 1934 .....Effective April 19,1934.
Change in motor prices. General reduction, approximately 5%.

April 18, 1934.....Effective April 28,1934.
Prices on five new motors.

May 22, 1934 .....Effective June 1, 1934.
Prices on nine new motors.

June 25, 1934.....Effective July 5, 1934.
Initiating Revision
Motor Prices on two new types of motors.

July 12, 1934.....Effective July 23,1934.
Initiating Revision
Addition of two new motors.

July 21, 1934 .....Effective July 31,1934.
Initiating Revision
Discount to Technical Schools, 25%.
Conditions governing the exceptance of previous prices after the effective date of price increases.
Additional Motor Prices.

COMPANY #16

November 26, 1934 .....Effective December 6, 1934.
Prices on additional motors.

November 30, 1934 .....Effective December 10,1934.
Classification of Customers discount.- Note 5.
Definition of Classification of Customers.- Note 6.
Complete Multiplier List.

COMPANY #17

January 29, 1934 .....Effective January 29, 1934.
Original Filing
Discounts to Classification of Customer. Note 1 except
Class B - 15⅓%
" H - 20 %
" G - 25 %
Quantity discount to Class G purchasers only . Note III.
Discount to certain industries on purchase of specific motors.
Note: This corresponds to the discounts given specific companies on the purchase of specific motors.
Terms: 2% 10 days net 30.
Delivery Policy - f.o.b. factory with freight allowed to destination.
Net prices governing two motors when purchased in quantity of ten thousand or more (approximately 55% off list)
10% discount for unit shipment of ten or more motors.
Electrical and Mechanical modifications.
Motor Prices (semi-complete line)

February 21, 1934 .....Effective March 3, 1934.
Definition of Classification of customers. Note 1.

Change in discounts on purchaser classification.
Class A - on purchase of three thousand or more for shipment not to exceed 90 days - 10%.
Electrical dealers having contracts with manufacturers other than this company - 17%.
Class C - 20%.
Educational institutions 25%.

March 19, 1934. .....Effective March 29, 1934.
10% discount on unit shipment of motors amounting to $150.00 or more list price.
Discounts to Class G (in lieu of customer classification discount)- less than 10 motors or less than $150.00 list - 25%
Orders of 10 or more motors or value of $150,00 or more list price price for unit shipment - 25 - 10%.
Orders amounting to $1000, shipment not to exceed 90 days - 25 - 10 - 10%.
Orders amounting to $2500, shipment not to exceed 90 days-25-10-20%.
Orders amounting to $7500, shioment not to exceed 90 days-25-10-25%.
Orders amounting to $15,000, shipment not to exceed 90 days - 25 - 10 - 33%.
Approximately 5% reduction in motor prices.

November 13, 1934. .....Effective November 23,1934.
Discount to classification customer. Note 5 except
Class C - 20%
" D - 17-10%
" G - 25%
" H - 20%
Definition of Purchaser classification. Note VI.(Omitting Classes GB-HB)

COMPANY # 18

February 2, 1934 .....Effective February 1, 1934.
Original Filing
Motor Prices (extremely limited line)
Classification of customers discounts. Note 1 except: Class H omitted.
Delivery Policy - f.o.b. factory with transportation allowed to destination.
Terms: Net 30 days.
Classification of customers. Note II
Class D - Annual quantity discount. Note 7.
List of special multipliers to specific industry (comparable to standard multiplier list.)

February 16, 1934 .....Effective February 26, 1934.
Initiating Revision
Addition of four new motors with motor prices

February 23, 1934. .....Effective March 5, 1934.
Initiating Revision
Educational institutions given discount of 25%.

April 3, 1934. .....Effective 13, 1934.
Change in and addition to list of special multipliers to specific industry (general increase in discount.)

Statement that "we meet Company #15's competition on their published list of special multipliers where not covered by the above industries' classification."

July 13, 1934 .....Effective July 23, 1934.
Initiating Revision
Addenda to classification of purchasers (three changes).

July 20, 1934.....Effective July 30, 1934.
Ball Bearing motor prices made the same as price list for Sleeve Bearing Motor.

October 22, 1934. .....Effective November 1, 1934.
Class G customers given a discount of 25%.

November 12, 1934. .....Effective November 22, 1934.

Statement that customer classification discount is revised to meet Company #15's filing .....Effective November 5, 1934.

December 28, 1934. .....Effective January 1, 1935.
Discount to classification of customers . Note 5.
Definition of classification of customers.
Multiplier list.

Note : This filing physically carries out statement contained in filing effective November 22, 1934.

COMPANY # 19

February 19, 1934.....Effective February 19, 1934.
Original Filing
Motor Prices (very limited line)
Multiplier list.
Definition of classification of customers Note 2.
Delivery Policy - f.o.b. factory - freight allowed to destination.
Discount to Classification of customers. Note 1.
Terms - 30 days net
Class D - Annual quantity discount Note 7.
Educational Institutions Discount - 25%.

August 8, 1934 .....Effective August 18, 1934.
Motor prices on additional motors and increase in price approximately from 2 to 12% on five motors.

September 17, 1934.....Effective September 27,1934.
Initiating Revision
Class G discount - 25%

November 5, 1934 .....Effective November 15, 1934.
Initiating Revision
Definition to classification of customers. Note 5.(Class G discount reduced from 25% to 20%.)
Discounts of 10% for unit shipment of at least $150 list price.
Class G quantity discount. Note 4.
Multiplier list.

January 31, 1935.....Effective February 11, 1935.
Electrical and Mechanical Modifications.
Price of bases of motors contained in August 8th filing, effective August 18, changed from six dollars each to $1.50 each.

COMPANY # 20

January 29, 1934 .....Effective January 29, 1934.
Original Filing
Discount to customer classification.

Class	A -	list
"	B -	10%
"	C -	20%
"	E -	20%
"	F -	10%
"	G -	20%

Terms: Net 30 days.
Delivery Policy f.o.b. factory.
Definition of classification of customers (similar but not as extensive as Note 2.)
10% discount on unit shipment of 10 or more motors.
Quantity discount to Class G customers. Note 3.
Electrical and Mechanical Modifications.
Motor Prices.
Motor Dimensions

February 26, 1934 ..... Effective March 8, 1934.
Discount to educational institutions 25%.
Delivery Policy - f.o.b. factory - freight allowed to destination.

March 27, 1934. .....Effective April 6, 1934.
Motor Prices.

May 14, 1934. .....Effective May 24, 1934.
Revisions and additions to multiplier list.

June 7, 1934 .....Effective June 18, 1934.
37% reduction on the prices of one motor to one company when purchasing in lots from $3,000 to $8,000 to meet Company #13.

July 9, 1934. .....Effective July 19, 1934.
Revision of customer classification discount sheet.

Class A - 10%
" B - 20%
" C - 20-10%
" E - 20-10%
" F - 20%
" G - 20-10%

Educational institutions 25%
Quantity discount based on shipment not to exceed 90 days.
10 to 24 motors 3%
25 - 99 motors 5%
100 motors or more 7%

August 15, 1934.....Effective August 25, 1934.
Initiating Revision
Electrical and Mechanical Modifications.

October 6, 1934.....Effective October 16, 1934.
Reduction of approximately 10% - one motor.
Change in prices of eight motors (from one to fifteen per cent reduction)

February 9, 1935. .....Effective February 19,1935.
Discount to customer classification.

Class A - 10%
" B - 20%
" C - 20%
" E - 20%
"F,G,& Gb-20%

Educational Institutions 20%
Quantity discount to all classes.

Number of Motors	Discount
1 - 4	Authorized Discount
5 - 9	5%
10 - 24	10%
25 - 49	10% and 3%
50 - 74	10% and 7%
75 - 149	10% and 10%
150 and over	20%

From approximately 10% increase to approximately 10% decrease in prices of two types of motors- predominantly increased.

COMPANY #2

Original Filing

January 29, 1934 .... Effective January 29, 1934.
Terms - Net 30 days.
Discount to customer classification - Note I
Definition of customer classification- " II
Multiplier - two companies.
Delivery Policy - F.O.B. factory -freight allowed to destination.
Motor Prices (incomplete)

March 16, 1934. .....Effective March 19, 1934.
Adoption of motor prices similar to those of Company #15, meeting,
Company #15 ..... Effective March 19, 1934.

April 7, 1934..... Effective April 17, 1934.
Discount to educational institutions 25%.

April 9, 1934. .....Effective Aptil 19, 1934.
Approximately 10% increase in two types of motors.

July 2, 1934 .....Effective July 12, 1934.
Discounts to Class G. Note 4.
Adoption of motor prices similar to those of Company #15 on seven types of motors.

October 1, 1934 .....Effective October 11,1934.
Statement that where Federal, Municipal Governments in their requests for bids specify terms of payment other than those set forth by the company, it will be permissible to extend terms of payment in accordance with such specifications.

COMPANY # 22

Original Filing

August 7, 1934.....Effective August 17,1934.
Motor Prices - (incomplete line)
Discount schedule
Discount classification
Manufacturers or users for use in their own plants or business - discount 25%.
Dealers - any quantity - 40%.
$2,000 worth or more within six months - 45%.
Jobbers who normally buy less than $50,000 worth per year -52%.
Jobbers who normally buy more than $50,000 worth per year-22% &42%.
Manufacturers who buy motors for use as part of their equipment or for resale, who normally use less than $50,000 worth per year 22% & 42%.
Manufacturers who normally use more than $50,000 worth per year- 25% and 42%.

An additional discount of 7.5% on 1/3 H.P. motors will be allowed to those users who normally purchase $75,000 worth of motors (any rating) during a period of one year.
Electrical and Mechanical Modifications
Terms - 30 days net.
Delivery Policy - F.O.B. Factory - freight allowed to destination.

September 7, 1934 .....Effective September 17, 1934.
Additional motor prices,
Additional electrical and mechanical modifications.

September 24, 1934.....Effective Ocotober 4, 1934.
Initiating Revision.
Discount Classification
Manufacturers or users for use - 25%.
Dealers for resale - 40%.
Dealers - $2,000 to be taken within six months - 45%.
Jobbers, machinery dealers or distributors who purchase from any source less than $50,000 worth annually - 52%.
Jobbers, machinery dealers or distributors who purchase more than $50,000 worth annually - 22% and 42%.
Machinery manufacturers who purchase less than $50,000 worth annually - 22% and 42%.
Machinery manufacturers who purchase more than $50,000 annually- 25% and 42%.
Any purchaser whose aggregate purchase of motors from all sources is more than $75,000 worth annually, an additional 7½%.
Bona Fide mail order houses who qualify as to volume of purchases are entitled to machinery manufacturers' discount .

December 26, 1934 .....Effective January 5,1935.
Changes in discount from those effective October 4, 1934.
Dealers; - in any quantity for resale - 50%.
$2,000 worth to be taken within six months - 52%.

February 15, 1935 .....Effective February 25, 1935.
Initiating Revision.
From approximately 30% to 40% reduction in four motor prices.

COMPANY #23

January 29, 1934 .....Effective January 29, 1934.
Original Filing
Discount to Classification of Purchasers.- Note 1.
Annual discount to Class D.- Note 7.
Definition of Classification of Purchasers.- Note 2.
Multiplier List.
Quantity discount based on unit shipment of 10 or more motors.
Class G Discount to all purchasers.- Note 3.
Delivery:- f.o.b. factory, freight allowed to destination.
Terms :- 30 days net.
Motor Prices.
Mechanical modification.
Electrical modification.

March 9, 1934..... Effective March 19, 1934.
Addition to Motor Prices.

March 16, 1934..... Effective March 26, 1934.
Addition to Motor Prices.

January 11, 1935. ..... Effective January 21, 1935.
Discounts to Classification of Purchasers.- Note 5.
Definition of Classification of Purchasers.- Note 6.
Multiplier List.
Conditions under which orders may be accepted at previous prices.after filing of increased prices.
Increase in quantity discounts to all classes.- Note 4.
Prices on pulleys and slide rails. Generally 5% price increase.
Mechanical modifications.

January 16, 1935. .....Effective January 26, 1935.
Re-statement of classification of customer discount, and Definiation of classes of customers (slight change).

COMPANY #24

January 29, 1934.....Effective January 29,1934.
Original Filing
Electrical and Mechanical Modifications.
Discounts:-
10% discount for unit shipment of 10 or more motors.
Discount to Class G. Note 3.
Additional discount based on number of units purchased annually of specific motors.

Units	Discounts
2,500	3%
5,000	6%
7,500	8%
15,000	9%
25,000	10%
35,000	11%
50,000	12%
75,000	13%
100,000	14%

Educational Institutions - discount 10%.
Class G multiplier list.
Additional discount to specific Class G purchasers on specific motors.
Terms: 30 days net.
Delivery Policy f.o.b. factory - freight allowed to destination.
Classification for customers discount. Note 1 - with the following exceptions:
Users of $50,000 or more annually. Schedule A.
Class G - Schedule B
Schedule A is as follows:
Users with annual aggregate purchases of $50,000 11%
75,000 12%
150,000 13%
250,000 14%
500,000 or more 15%.

Schedule B
Machinery manufacturers with aggregate annual purchases of less
than - $ 50,000 -20%
more than 50,000 -21%
" " 75,000 -22%
" " 150,000 -23%
" " 250,000 -24%
500,000 or more -25%

Discount of Class D purchaser. Note 7.
Motor Prices.(complete Line)

March 19, 1934..... Effective March 19,1934.
Coincident Revision to meet #15 Company's filing.
Mechanical and Electrical modifications.
Discounts to Classification of customers. Note 1- except Class B net or assigned multipliers.
Class C 17%,
Discounts to all classes based on quantity and shipping requirements. Note 4.
Approximately 10% increase in motor prices.
Multiplier List.

March 26, 1934.....Effective April 4, 1934.
Motor Prices. "Prices of some motors up 10%, other motors down approxomately 10%."

April 23,1934 .....Effective May 3, 1934.
Increase in price of eight types of motors.

May 3, 1934 .....Effective May 13, 1934.
Prices on new type of motors.

May 21, 1934 .....Effective May 31, 1934.
Discontinuance of several motors in various motor types.

June 9, 1934.....Effective June 14, 1934.
Coincident Revision
Establishment of wholesale distributor discount 20-42% maximum to meet #13 Company Filing.....Effective May 28th 1934, and # 34 Company Filing .....Effective June 14, 1934.

June 15, 1934.....Effective June 25,1934.

Change in customer classification.
Class B 10% or assigned multiplier.

July 12, 1934 .....Effective July 23, 1934.
Increase in price of four motors from approximately 12% to 30%.

July 18, 1934.....Effective July 18, 1934.
Revision of filing .....Effective June 14th.
Striking out word "maximum" to make discount to wholesale distributor definite and inflexible.

July 26, 1934 . . . . . Effective August 6, 1934.
Educational institutions given 25%.

September 14, 1934 . . . . . Effective September 14, 1934
Coincident Revision to meet #8 Company's Filing.
Change in price of eight motors from price filing effective May 31st, (approximately 10% reduction.)

October 19, 1934 . . . . . Effective October 29, 1934.
Approximately 10% reduction on eight motors.

November 19, 1934 . . . . . Effective November 29, 1934.
Initiating Revision.
Definition of classification of customers. Note 6.
Discount to classification of customers. Note 5.
Multiplier List.

January 26, 1935 . . . . . Effective February 5, 1935.
Electrical Modifications.
Multiplier list.

January 31, 1935 . . . . . Effective February 11, 1935.
Wholesale distributor discount withdrawn.

COMPANY #25

February 12, 1934..... .....Effective February 13, 1934.
Original Filing
Definition of customer classification. Note II
Discount to customer classification. Note I
Discount to Class D based on annual purchases. Note 7
Terms: Net 30 days.
Discounts to Educational institutions - 25%
Classes B, C, and G multipliers.
Electrical and Mechanical Modifications.
Motor Prices (Small line.)
10% discount to all classes based on unit shipment of 10 or more motors.
Class G discount. Note 3
Delivery Policy - f.o.b. factory freight allowed to destination.

August 13, 1934.....Effective August 23, 1934.
Class G given 25% discount - special multipliers to Class G withdrawn.
Class G given 25% discount - special multipliers to Class G withdrawn.

November 5, 1934.....Effective November 5, 1934.
Coincident Revision to meet #15 Company's filing.
Discounts to customer classification. Note 5.
Definition of purchaser classification. Note 6.

November 5, 1934.....Effective November 15, 1934.
Multiplier list, classes B & C.

COMPANY #26

January 29, 1934.....Effective January 29, 1934
Original Filing
Discount to customer classification.
20% to all classes
10% discount for unit shipment of 10 or more motors.
Quantity discounts to all classes of purchasers. Note 3.
Terms: 30 days net.
Delivery Policy - f.o.b. factory freight allowed to destination.
Mechanical and Electrical Modifications.
Motor Prices (medium line)
Motor Specifications

March 19, 1934.....Effective March 19, 1934
Coincident revision to meet #15 Company's Filing.
Discounts to Class G purchasers. Note 4.

March 19, 1934..... .....Effective March 29, 1934
Multiplier list.
Specific discounts to specific companies on purchase of specified motors.
Approximately 3% reduction in four motors.

April 2, 1934.....Effective April 12, 1934

Multiplier list.

May , 1934 ..... Effective May 14, 1934
Discount schedule to dealers and distributors.
Dealers 45%
Jobbers and distributors on the following motors:
Short hour, split phase, induction, single phase - AC motors 51.35%.
All other fractional HP motors 47.75%.
Delivery Policy f.o.b. factory or warehousing points.

May 31, 1934.....Effective June 11, 1934.
Discount to dealers and distributors
All dealers - 45%
All jobbers - 53.6% - superseding filing effective May 14, 1934.
June 6, 1934.....Effective June 16, 1934
Change in motor prices -
Downward revision approximately 10%.

June 22, 1934.....Effective July 2, 1934
Addition to multiplier list - one company

July 28, 1934.....Effective August 7, 1934.
Approximately 10% reduction in prices of one type of motor.

September 4, 1934.....Effective September 11, 1934.
Initiating Revision
Change in motor prices - one type of motor.
General downward revision of approximately 10% with some slight upward revision on specific motors.

September 13, 1934.....Effective September 24,1934.
Addition in price of two motors to filing effective June 16, 1934.
Filed November 28, 1934.....Effective December 8, 1934.
Revision of price of two types of motors from filing effective June 16, 1934.
(1) Increase approximately 5% (2) decrease approximately 12%.
December 6, 1934.....Effective December 17, 1934.
Initiating Revision
Electrical and Mechanical Modifications.
January 18, 1934..... ...Effective January 28, 1935.
Increase in prices of two motors approximately 12%, over prices effective December 8, 1934.

COMPANY #27

January 29, 1934.....Effective January 29, 1935.
Original Filing
Delivery Policy - f.o.b. factory, freight allowed to destination.
Discount schedule to customer classification. Note 1, with the following exceptions:
Class I - Distributors (duly appointed to act as distributors with commitment to maintain stock 25-10%.
Class II - Distributors (appointed to act as distributor without committal to carry stock 20-10%.

Annual quantity discount to Class D customer. Note 7.
Terms: 30 days net.
Multiplier list.
Motor Prices (extremely limited line).
Mechanical modifications.

April 2, 1934.....Effective April 12, 1934.
Initiating Revision.
Discount to educational institutions - 25%.

August 20, 1934.....Effective August 30, 1934.
Initiating Revision.
Addition of the following classification:
Machinery agents, dealers in motor and/or generators and/or motor driven machinery discount - 20%.
Terms of sale - 2% 10 days net 30 days. If Federal, State or Municipal Governments in their requests for bids specify extended terms of payment, bid will comply with the terms specified in such requests.

November 30, 1934.....Effective December 10, 1934.
Discount to educational institutions - 16%.

COMPANY #28

January 29, 1934.....Effective January 29, 1934.
Original Filing.
Classification of customer discount. Note 1, except Classes C & H receive 17%.
Educational institutions - 25%.
Terms: Net 30 days.
Delivery Policy - f.o.b. factory, freight allowed to destination.
Definition of classification of customers. Note 2.
Class G quantity discount. Note 3.
Class G multiplier list - specific discounts on specified motors to specific Class G companies.
Classes B & C multiplier list.
Motor prices (complete line).
Electrical and mechanical modifications.

March 5, 1934.....Effective March 15, 1934.
Class G multiplier and specific discounts on specified motors to specific Class G purchasers.
Classes B & C multipliers.
Approximately 10% upward revision of four motor prices.

March 19, 1934.....Effective March 19, 1934
Coincidental Revision
(To meet #15-Company)
Discount to Class G manufacturers (comparable to Note 4).
Discount is as follows:
Less than $900.00.....assigned multiplier
$900.00 or more.....assigned multiplier plus 11%.
$2700.00 or more.....assigned multiplier plus 22%.
$2700.00 or more.....assigned multiplier plus 28%.
$14,400 or more.....assigned multiplier plus 36%.

Multipliers for Class G manufacturers.
From 5 to 20% increase in a few motor prices.

March 23, 1934..... Effective April 2, 1934.
From approximately 10% to 30% increase in four types of motors, and from 5 to 10% decrease in price of four types of motors.

March 29, 1934.....Effective April 9, 1934.
10% reduction in three types of motors. 10% increase in two types of motors.

March 30, 1934.....Effective April 9, 1934.
Approximately 5% to 10% reduction in three types of motors.
Approximately 15% increase in one type of motor.

April 30, 1934..... ..... Effective May 10, 1934.
One change each in definition of Classes A & B customer classification.
One addition to Class G multipliers.

June 7, 1934..... .....Effective June 18, 1934
Motor dimension sheets.

COMPANY #28

August 24, 1934.....Effective September 6, 1934.
(Filing date effective September 6th).
Approximately 12% reduction on three motor prices.

September 17, 1934.....Effective September 27, 1934.
Multiplier list.
Wholesale distributor discount 20 and 42%.

September 24, 1934.....Effective October 4, 1934.
Addition of one name to multiplier list.

November 1, 1934.....Effective November 12, 1934.
(Date effective November 12th).
Classification of customer discount. Note 5.
Difinition of classification of customers. Note 6.

November 12, 1934.....Effective November 22, 1934.
Classes B & C multiplier list.

January 16, 1935.....Effective January 26, 1935.
Cancellation of wholesale distributors discount.

February 20, 1935.....Effective March 2, 1935.
Class B multiplier list.

COMPANY #29

January 29, 1934.....Effective January 29, 1934.
Original Filing.

Motor Prices (extremely limited line).
Discounts:
Users..... List.
Dealers.....17%.
Manufacturers....20%.
Terms: Net 30 days.

March 12, 1934.....Effective March 12, 1934.
Mechanical modifications

June 18, 1934 .....Effective June 28, 1934.
Terms: Net 30 days.
Discount to customer classification. Note 1, except Class C - 17% approved large resale manufacturers - 24%. Special distributors 24-10%.
Educational institutions - 25%.

February 9, 1935 .....Effective February 19, 1935.
Terms: 1% 10 days net 30 days.
Discount to customer classification. Note 5, except Class G 25%,
Class H 20%
Class C 20%
Class D 17% and 10%.
Quantity discount to Class G on specific motors to be shipped within 90 days.
$1,000 -5%
$2,500 -7½%
$5,000 -10%.

COMPANY #30

January 29, 1934 ..... Effective January 29, 1934.
Original Filing
Classification of customers discount. Note 1.
In addition users of $50,000 or more annually 11% & 15%.
Educational institutions 10%.
Quantity discount to Class G purchasers. Note 3.
Terms: Net 30 days.
10% discount for unit shipments of 10 or more motors.
Motor prices (complete line).
Electrical and mechanical modifications.

February 28, 1934 ..... Effective January 29, 1934.
B, C, and G multiplier list.
Specific discounts on specified motors to specific Class G customers.

March 7, 1934 ..... Effective March 17, 1934.
Additional motor prices.

April 2, 1934 ..... Effective April 12, 1934.
Delivery Policy - f.o.b. factory, freight allowed to destination.
Class G discount. Note 4.
Multiplier list.
Motor prices - approximately 10% increase in price of considerable number of motors. Majority of motors remain at original price. Very few motors decreased in price approximately 5%.

April 7, 1934 ..... Effective April 17, 1934.
Electrical and Mechanical modifications.

COMPANY #31

January 31, 1934 .....Effective January 31, 1934.
Original Filing
Motor prices (small line).
Discount to customer classification.

Classes A & B list to	15%
Class C	20%
Class D	25%
Distributors	30%
Class E	20%
Class F	20%

Class G

Unit Shipments or Release		Annual Volume
Less than - 10		Less than $5,000 - 25%
10 - 49		$5,000 - $20,000-28%
50 - 199		$20,000 - $75,000-32%
Over - 199		Over - $75,000-36%

COMPANY #31 (Continued)

Terms: 2% 10 days net 30 days.
Delivery Policy - freight allowed to destination.
Discount schedule on four specific motors, lots ----
10-99 - 10%
100-499 - 14%
500-999 - 16%
1,000- - 18%
Electrical and mechanical modifications.

June 12, 1934 ..... Effective June 14, 1934.
Coincident Revision
(To meet Company #13 & Company #34)
Statement that "in order to meet competition **** a maximum discount of 20-42% on fractional HP. motors for resale."

January 22, 1935 ..... Effective February 1, 1935.
Initiating Revision.
Customer classification discount.
Classification A and B 15%
Industrial Buyer 20%
Class C 25%
Class F 25%
Class D 28%
Machinery mfgrs ..... 34% (Class G)
Distributors ..... 34% and 15%
Educ. Institutions 25%
Additional discounts to Class G:
Lots .....10-24 .....3%
25-49 within 90 days 5%
50-99 within 90 days 8%
100-399 within 90 days 10%
Over 400 within 90 days 15%

Extra discount on one class of motor for all classes of customers excepting distributors when purchased in lots of 10 or more, 5%.
Extra discount on one Class of motor for all classes of purchasers when purchased in lots of 10 or more, 10%.

Terms - Net 30 Days.

COMPANY #32

January 29, 1934 ..... Effective January 29, 1934.
Original Filing.
Definition of Customer Classification. Note 2.
Discounts to customer classifications. Note 1.
Educational institutions, 10%.
10% discount allowed on unit purchases of 10 or more motors.
Terms: 30 days net.
Delivery policy - f.o.b. factory, freight allowed to destination.
Class G discount. Note 3.

COMPANY #32 (continued)

Class G multiplier list. Specific discount on specified motors for specific companies.
Electrical and Mechanical modifications.
Motor prices (extremely small line)

March 31, 1934 ..... Effective April 10, 1934.
Quantity discounts to all classes.

Quantity or list Value of motors		Shipping Requirements		Maximum Discount
1-6		Unit Shipment		20%
7-15		"	"	35%
16-25	90 Days -	"	" - Of 10 -	38%
26-50	" " -	"	" - " 10 -	39%
51-150	" " -	"	" - " 25 -	40%
151-300	" " -	"	" - " 25 -	44%
301-500	" " -	"	" - " 50 -	47%
501-750	" " -	"	" - "100 -	50%
751-1000	" " -	"	" - "100 -	52%
1001-3000	" " -	"	" - "100 -	54%
3001-5000	" " -	"	" - "100 -	56%
5001-Upwards	" " -	"	" - "100 -	57%

Terms 2% 10 days net 30 days.
Electrical and Mechanical modifications.
Motor prices.

May 24, 1934 ..... Effective June 4, 1934
Correction of price sheet filed March 31st.

July 3, 1934 ..... Effective July 13, 1934.
Initiating Revision
Discount: Jobbers, distributors and dealers 53-6/10%.

January 30, 1935 ..... Effective February 9, 1935.
Motor specifications.
Electrical and Mechanical modifications.

COMPANY #33

February 12, 1934 ..... Effective February 12, 1934.
Original Filing
Classification of customers discount. Note 1.
Terms: Net 30 days.
Class D annual quantity discount. Note 7.
Delivery Policy - f.o.b. factory, freight allowed to destination.
Definition of Customer Classifications. Note 2.
Educational institution discount - 25%.
Classes B, C, and G multiplier list.
Motor prices (limited line).

July 20, 1934 ..... Effective July 30, 1934.
Initiating Revision
Classes B, C, and G multiplier list.

COMPANY #33 (continued)

November 5, 1934 ..... Effective November 5, 1934.
Coincident Revision.
(To meet Company #15 Filing).
Customer classification discount. Note 5.
Definition of customer classification. Note 6.

COMPANY #34

January 29, 1934 .....Effective January 29, 1934.

Original Filing
Motor prices (complete line).
Motor dimensions.
Electrical and Mechanical modifications.
Discount to classification of customer. Note, except
(1) Class C discount not given
(2) Class H discount - 17%.
10% discount for $3,000 or more list value for shipment in 90 days from date of order.
Class D annual quantity discount. Note 7.
Delivery policy - f.o.b. factory, freight allowed to destination.
Terms: 30 days net.
Class G quantity discount. Note 3.
Specific discounts on specified motors to specific Class G purchasers.

February 8, 1934 ..... Effective Date Not Given.
Multiplier list.

March 17, 1934 ..... Effective March 19, 1934.
Coincident Revision
(To meet #15-Company)
Classification of customers discounts. Note 1, except Class C ommitted.
Educational institution discount - 25%.
Withdrawal of specific discount on specified motors to specific Class G customers.
Change in multiplier list.
Class G quantity discount. Note 4.
General price increase from 5 to 15% in most motors.

March 28, 1934 ..... Effective March 28, 1934.
Coincident Revision
(To meet #15-COMPANY)
Multiplier list (dated March 19th).

April 16, 1934 ..... Effective April 26, 1934.
Definition of customer classification. Note 2.
5 to 10% increase in prices of one type of motors from filing effective March 19th.
Electrical and Mechanical modifications.

COMPANY #34 (continued)

May 5, 1934 ..... Effective May 15, 1934.
One change each in Class B and Class G customer classification definitions.

May 21, 1934 ..... Effective May 31, 1934.
Three additions to multiplier list.
Prices on two new types of motors.

June 4, 1934 ..... Effective June 14, 1934
Wholesale distributor given discount 20 and 42% (filing to meet #13-COMPANY .

June 13, 1934 ..... Effective June 23, 1934.
Prices on one new type of motor.

July 2, 1934 ..... Effective July 12, 1934
Initiating Revision.
Prices on one new type of motor.

September 17, 1934 ..... Effective September 27, 1934.
Addition to multiplier list.

October 18, 1934 ..... Effective October 28, 1934.
Slight change in motor prices. Some motors approximately 10% downward, some motors approximately 10% upward (scattering).

November 5, 1934 .....Effective November 5, 1934.
Coincident Revision
(To meet #15-COMPANY .
Classification of customer discount....Note 5.
Definition of classification of customers. Note 6.

December 26, 1934 ..... Effective January 5, 1935.
Classes B, C, and G multiplier list.

February 19, 1934 ..... Effective March 1, 1935.
Supplementary list classes B & C multipliers.

COMPANY #35

January 29, 1934 ..... Effective January 29, 1934.
Original Filing.
Delivery Policy - f.o.b. factory, freight allowed to destination.
Terms: 30 days net.
Customer classification discount... Note 1.
Educational institutions discount - 25%.
10% discount on unit shipments of 10 or more motors.
Class G quantity discount. Note 4, (applies to all purchasers).
Motor prices.
Electrical and Mechanical modifications.

COMPANY #35 (continued)

B, C, and G multipliers.

July 5, 1934 ..... Effective July 15, 1934.
Initiating Revision
Terms: 1% 10 days net 30 days.

December 5, 1934 ..... Effective December 15, 1934.
Initiating Revision.
Discount to customer classification. Note 5.
Classes B and C multiplier list.

December 28, 1934 ..... Effective January 7, 1935.
Supplementary multiplier list Classes B and C.

February 6, 1935 ..... Effective February 16, 1935.
Initiating Revision.
Slight increase (approximately 8%) in some motor prices.
Motor specifications.
Electrical and Mechanical modifications.
Classes B and C multiplier list.

COMPANY #36

January 29, 1934.....Effective January 29, 1934.
Original Filing.
Motor prices (very limited line).
Discount to customer classification. Note 1.
10% discount for unit shipment of 10 or more motors.
Terms: Net 30 days.
Delivery Policy - f.o.b. factory, freight allowed to destination
Definition of customer classification. Note 2.
Discount to dealers based on annual quantity purchasers. Note 3.
B, C, and G multiplier list.
Electrical and Mechanical modifications.
Discount to Class D - Note 7.
April 5, 1934.....Effective April 16, 1934.
Discount to educational institution., 25%.
Class G quantity discount. Note 4.
Multiplier list.
Slight increase in some motor prices approximately 10%.

April 25, 1934.....Effective May 5, 1934.
Multiplier list.

April 30, 1934.....Effective May 10, 1934.
Electrical and Mechanical modifications.

July 18, 1934.....Effective July 28, 1934.
Motor specifications.

August 13, 1934.....Effective August 23, 1934.
Two changes in multiplier list.

August 30, 1934.....Effective September 10, 1934.
Mechanical modifications.

November 2, 1934.....Effective November 5, 1934.
Coincident Revision
(To meet COMPANY #15)
Discount to customer classification. Note 5.
Definition of customer classification. Note 6.

January 24, 1935.....Effective February 2, 1935.
Very slight increase in some motor prices.
Electrical and Mechanical Mofifications.

COMPANY #37

January 29, 1934.....Effective January 29, 1934.
Original Filing.
Motor prices.
Electrical and Mechanical modifications.
Discount to Customer Classification. Note 1.
Definition of customer classification. Note 2.
Class G quantity discount. Note 3.

COMPANY #37 (continued)

Delivery Policy - f.o.b. factory, freight allowed to destination.
Terms: 30 days net.
Classes B, C, and D multiplier list.
Discount 10% for unit shipment of 10 or more motors.
March 8, 1934.....Effective March 19, 1934.
Electrical and Mechanical modifications.

April 18, 1934.....Effective April 28, 1934.
Classes B, C, and G multiplier list.
Class G quantity discount. Note 4.
One type of motor approximately 10% increase - one type of motor between approximately 5 and 10% decrease.
One type of motor between 10 and 33 1/3% increase.

November 22, 1934.....Effective November 26, 1934.
Coincident Revision.
(To meet Company #43)
Discount to customer classification. Note 5.
Definition of customer classification. Note 6.
Classes B and C multiplier list.

COMPANY #38

January 29, 1934.....Effective January 29, 1934.
Original Filing.
Terms: Net 30 days.
Delivery Policy - machinery manufacturers f.o.b. freight allowed to destination, all others f.o.b. factory.
Classification to customer discount.
Machinery manufacturers dealers 16%.
Machinery manufacturers branch, distributors, ice cream company 25%.
Machinery manufacturer assigned multiplier and earned quantity discounts.
Discounts to Machinery Manufacturers Only.
10% for unit shipment of 10 or more motors.
Annual quantity discount on 1/6, 1/5, 1/4 HP. standard motors or single specific size standard or special motors.

Yearly Quantity Purchased	Discounts
2,500	3%
5,000	6%
7,500	8%
15,000	9%
25,000	10%
35,000	11%
50,000	12%
75,000	13%
100,000	14%

Quantity discount to machinery manufacturers. Note 3.
Motor prices.
Electrical and Mechanical modifications.

February 9, 1934.....Effective February 19, 1934.
Machinery Manufacturers multiplier list.

COMPANY #38 (continued)

Specific discount on specified motors to specific machinery manufacturers.

February 21, 1934.....Effective March 3, 1934.
Three changes or additions to multiplier list and additional discounts filed effective February 19, 1934.

March 16, 1934.....Effective March 19, 1934.
Coincident Revision
(To meet Company #15)
Delivery Policy - f.o.b. factory, freight allowed to destination, all classes.
Class G quantity discount. Note 4.
Machinery manufacturers multiplier list.
Slight increase in some types of motors - slight decrease in other types of motors. (Variations both ways from 5 to 10%).

April 13, 1934.....Effective April 23, 1934.
Prices of new motors.
Electrical and Mechanical modifications.

May 16, 1934.....Effective May 26, 1934.
Classification of customers discount schedule.

Classes A and B list.
Classes E and F 10%.
Resale machinery manufacturers dealers, ice cream and beverage manufacturers and distributors, Public Utilities and Central Stations - 16%
Manufacturers, branches and distributors - 25%.
Class G assigned multiplier plus dollar volume discounts.
Educational institution - 25%.
10% discount on unit shipments amounting to $150.00.
Electrical and Mechanical modifications.

June 25, 1934.....Effective July 5, 1934.
Change in one multiplier.

July 10, 1934.....Effective July 13, 1934.
Change in one multiplier to meet Company #15's competition.

August 20, 1934.....Effective August 30, 1934.
Change in one multiplier.

September 15, 1934.....Effective September 25, 1934.
Electrical and Mechanical modifications.

September 18, 1934.....Effective September 28, 1934.
Four additional multipliers to meet Company #13.

November 7, 1934.....Effective November 17, 1934.
Addition to one multiplier.

COMPANY #38 (continued)

November 21, 1934.....Effective December 1, 1934.
Discount to customer classifications.
Class A same as Note 5.
Class B.....16%
Class E.....17%
Class F.....16%
Class C.....17%
Class G.....20% or assigned multiplier plus dollar volume order discounts.
Resale machinery manufacturers, dealers, ice cream and beverage manufacturers and dealers.....17%.
Educational institutions.....16%
Resale machinery manufacturers branches and distributors.....25%.
Additional motor prices - one type of motor.
Addition of prices of two motors.

COMPANY #39

February 2, 1934.....Effective February 2, 1934.
Original Filing.
Definition of Customer Classification. Note 2.
Terms: 30 days net.
Discount to classification of customers. Note 1.
Class D annual quantity discount. Note 7.
Discount to educational institutions.....25%.
10% discount for unit shipment of 10 or more motors.
Discount to Class G customers, based on shipping requirements and quantity. Note 3.
Classes B, C and G multipliers.
Delivery Policy - f.o.b. factory, freight allowed to destination.
Motor prices (limited line).
Electrical and Mechanical modifications.

March 21, 1934.....Effective March 19, 1934.
(To meet Company #15).
10% discount for unit shipments amounting to $150.00 or more.
Class G quantity discount based on shipping requirements. Note 4.
Approximately 10% increase in motor prices.

April 13, 1934.....Effective April 23, 1934.
One change each in Class A and Class B definition of customer classification.

May 10, 1934.....Effective May 21, 1934.
Where Federal, State and Municipal Governments in request for bids specify terms of payment other than net 30 days, terms of payment will be in accordance with such customer specifications.

May 16, 1934.....Effective May 26, 1934.
Classes B, C, and G multipliers.

COMPANY #39 (continued)

May 26, 1934.....Effective June 5, 1934.
Changes and additions in multiplier list, effective May 26th.

June 25, 1934.....Effective July 5, 1934.
Addition of one company to multiplier list.

October 1, 1934.....Effective October 11, 1934.
Changes and additions to multiplier list.

November 5, 1934.....Effective November 15, 1934.
Definition of customer classification. Note 6.
Discount to customer classification. Note 5.
Multiplier list.

November 19, 1934.....Effective November 29, 1934.
Complete multiplier list.

December 20, 1934.....Effective December 31, 1934.
Initiating Revision
Multiplier list.

January 16, 1935.....Effective January 26, 1935.
Classes B and C multiplier list.

COMPANY #40

February 13, 1934.....Effective February 13, 1934.
Original Filing.
Discounts:

Dealer	25%
Under contract	30%
Resale manufacturer, lots one to nine	30%
Lots 10 to 100	35%
Distributor	35%

Delivery Policy - f.o.b. factory.
Mechanical modifications.
Motor prices.
Motor specifications.

June 27, 1934.....Effective July 7, 1934.
Initiating Revision
Wholesale distributor discount 35 and 20%.
Resale manufacturers quantity discount 25 motors or more shipment in one month 35% and 10%.

COMPANY #41

January 29, 1934.....Effective January 29, 1934.
Original Filing.
Discount to Customer Classifications. Note 1.
Discount to Class D customer. Note 7.
Terms: 30 days net.
Definition of classification of customers. Note 2.
Delivery Policy - f.o.b. factory, freight allowed to destination.
Discount to educational institutions.....25%.
Classes B, C, and G multiplier list.
10% discount for unit shipment of 10 or more motors.
Class G quantity discount based on shipping requirements. Note 3.
Special discount on specified motor to specific Class G customers.
Motor prices, (complete line).
Electrical and Mechanical modifications.

February 6, 1934.....Effective February 6, 1934.
(Authorized by Supervisory Agency).
Two changes in special discounts on specified motors to specific Class G customers.
Special net price on one motor to one Class G customer.

March 19, 1934.....Effective March 19, 1934
(To meet Company #15).
Classes B, C, and G multiplier list.
10% discount on unit shipments amounting to not less than $150.00.
Quantity discount to Class G customers, based on shipping requirements. Note 4.
General increase in motor prices approximately 10%.
Mechanical and Electrical modifications.

April 9, 1934.....Effective April 19, 1934.
Motor prices on two new types of motors.

June 11, 1934.....Effective June 20, 1934.
Initiating Revision
Filed effective June 20th.
Three corrections of motor prices filed effective March 19th.
Class G multiplier list.
Electrical and Mechanical modifications.

June 13, 1934.....Effective June 25, 1934.
Filed effective June 25th.
Reduction in prices of two motors approximately 5%.

August 29, 1934.....Effective August 30, 1934.
Coincident Revision.
(To meet Company #10)
Class G multiplier list.

November 2, 1934.....Effective November 5, 1934.
Coincident Revision.
(To meet Company #15)

COMPANY #41 (continued)

Classification of customer discount. Note 5.
Definition of customer classification. Note 6.
Classes B and C multiplier list.

February 8, 1935.....Effective February 18, 1935.
Class B multiplier list.

COMPANY #42

April 6, 1934.....Effective April 6, 1934.
Original Filing.
Discount to Customer Classification. Note 1.
Discount to educational institution.....25%.
Terms: 2% 10 days from date of shipment net 30 days.
Delivery Policy - f.o.b. factory, freight allowed to destination.
Motor prices.

November 10, 1934.....Effective November 20, 1934.
Discount to Customer Classification. Note 5.

February 25, 1935.....Effective March 7, 1935.
Approximately 10% reduction on prices of six motors.
Prices on four new types of motors.
Electrical and Mechanical modifications.

COMPANY #43

January 29, 1934.....Effective January 29, 1934.
Original Filing.
Discount to educational institution.....25%.
Discount to customer classification. Note 1.
Terms: Net 30 days.
Delivery Policy - f.o.b. factory, freight allowed to destination.
Definition of classification of purchasers. Note 2.
Annual quantity discount to Class D. Note 7
10% discount for unit shipment of 10 or more motors.
Discount to Class G purchases based on shipping requirements and quantity. Note 3.
Classes B, C, and G multiplier list.
Additional discounts on specified motors to specific Class G purchasers.
Electrical and Mechanical modifications.
Motor prices (complete line.)

February 6, 1934.....Effective February 6, 1934.
(Authorized by Supervisory Agency)
Additional discounts on specified motors to two specific Class G customers.

March 17, 1934.....Effective March 19, 1934.
Coincident Revision.
(To meet Company #15)

COMPANY #43 (continued)

10% discount for unit shipments of $150.00 or more.
Discount to Class G customers based on shipping requirements and quantity. Note 4.
Classes B, C, and G multiplier list.
Electrical and Mechanical modifications.
Motor prices - generally up approximately 10%.

May 1, 1934.....Effective May 10, 1934.
Where Federal, State, and Municipal Governments in their requests for bids specify terms of payment other than net 30 days terms will be extended in accordance with such specifications.
Three changes in definition of classification of customers.

May 4, 1934.....Effective May 14, 1934.
Addition of one multiplier.
Mechanical modifications.

May 31, 1934.....Effective June 11, 1934.
Addition of one Class G multiplier.

July 2, 1934.....Effective July 2, 1934.
(Dated Effective July 2 to meet Company #15).
Prices of one new type of motor.

July 20, 1934.....Effective July 30, 1934.
Addition of two Class G multipliers.

September 12, 1934.....Effective September 14, 1934.
Motor prices - to meet prices filed by Company #8.

September 7, 1934.....Effective September 17, 1934.
Addition of one Class G multiplier.

November 16, 1934.....Effective November 26, 1934.
Discount to customer classification. Note 5.
Definition of classification of customers. Note 6.
Classes B, C, and G multiplier list.

November 21, 1934.....Effective December 3, 1934.
Additional motor prices - one type of motor.

NOTE I

	Published Price
Class A-Users	
Class B-Users	10%
Class C-Central Stations and Central Station Holding Companies	
Without Agreement	10%
With Agreement	16%
Class D-Resale Dealers with Agreement 200 hp. and smaller, including fractional horsepower sizes.	17%
Class E-Resale Purchasers (Not otherwise classified)	10%
Class F-Federal, State and Municipal Governments	10%
Class G-Machinery Manufacturers When purchasing for resale as a part of, or with, the product which they manufacture.	
Without Agreement	10%
With Agreement (*)	20%
Class H-Machinery Dealers (Machinery Manufacturers' Agents) When purchasing for resale as a part of, or with the product for which they are selling representatives.	
Without Agreement	10%
With Agreement	16%

(*) When purchasing to be used by themselves in the manufacture of the motor-driven product referred to in their agreement (or its parts, for example, castings) 10%

NOTE 2

PURCHASER CLASSIFICATION

Class A Users are those whose power requirements are limited, or whose business is merely local in scope, or who purchase power as an incidental adjunct of their business, such as: (This is of necessity only a partial list and is intended as illustrative only.)

Amusement Parks
Apartment Houses
Automobile Repair Shops

Bakeries
Beverage Mfgrs.
Brick & Tile Mfgrs.
Butcher Supply Mfgrs.

Cleaning & Dyeing Shops
Clothing & Wearing Apparel Mfgrs.
Clubs
Coal & Wood Yards
Creameries

Dental & Barber Supply Mfgrs.
Drug, Perfume & Cosmetic Mfgrs.

Extract Mfgrs.

Flour Mills
Furnace Mfgrs.
Furniture Mfgrs.

Garages
Glove Mfgrs.
Grain Elevators

Hat Mfgrs.
Hospitals
Hotels

Ice Cream or Candy Makers
Illuminating Gas Companies

Jewelry Mfgrs.

Laundries

Machine & Similar Job Shops
Match Mfgrs.
Miscellaneous Jobbing Shops

Newspaper & Job Printers

Office Buildings
Optical Instrument Mfgrs.

Paint & Varnish Mfgrs.

Refrigerator Box Mfgrs.
Restaurants

Shoe Repair Shops

Theatres

Woodworking & Pattern Shops

Class B Users are those doing an interstate business in one of the extensively motorized industries specifically listed below, and, in addition, purchasing motors 200 hp. (synchronous motors based on 1.0 p-f.) and smaller, and controllers from the company at an average rate over a three-year period of $2000 or more annually. Furthermore, to qualify in this class, the industry must be the predominating part of the business of the purchaser under consideration. For example, the predominating business of a company might be paints but the same company might also manufacture chemicals from which the paints are made. Such a company would not qualify under Class B merely because of its incidental manufacture of chemicals since the predominating business is manufacturing paints. Users engaged in industries not specifically listed, automatically come within the "Class A User" designation. Users engaged in industries listed below but who are classed as A Users because of previously purchasing in insufficient volume, will be classed as B when their purchases at one time aggregate $6000 or more book value.

(Note 2 Cont'd)

Their Class B status will continue for six months to complete the original order, after which they will revert to their former A classification.

Aircraft Mfgrs.
(Building their Own Engines)
Battery (Dry or Storage)
Bearing (Ball or Roller)
Breakfast Food Cereals
Camera
Car (Electric or Steam R.R.)
Cast-iron Pipe Mfgrs.
(Centrifugal or New Process)
Cement
Chemical (Manufactured), excluding Cosmetics, Drugs, Extracts, Perfumes, and Salt
Cigarette
Coal Mining
Coke
Composition Roofing Material
Cork Flooring
Corn Syrup & Glucose
Cotton Oil
Engine
Explosive
Fertilizer
Foundries (Steel)
Glass (Bottles, Lens, Plate or Sheet)
Gypsum
Lime
Linoleum
Locomotive (Steam)
Lumber Mills Producing from Logs or Cants
Meat Packing
Metal Mining
Metal Rolling Mills, including Wire & Cable Mfgrs. Producing from Ingots
Metal Smelting & Refining from the ore
Motor Vehicle, including Axle, Body, Electric Starter, Engine, Frame, Rim, Tractor, Transmission, or Wheel
Paper, Wood Pulp or Fiber
Petroleum Producing, Refining, Gas Pipe Lines, and Oil Pipe Lines
Radiators (Hot Water & Steam for Heating Systems)
Railroad Refrigerator Transportation
Railroads (Steam or Electric)
Rock, Ore or Slag Crushing Plants, excluding Asbestos, Gravel, Kaolin, or Mica Plants
Rubber Tire & Tube
Saw (Power Driven)
Ship Builders, excluding Pleasure Craft
Shoe (Leather)
Soap
Sugar Mills & Refineries (Cane & Beet)
Sulphur Mining
Textile (Cloth Weaving, Spinning, including Knitting Mills Doing Their Own Spinning); Finishing Plants including Bleaching, Dyeing & Printing; excluding Textiles made from Asbestos
Tin Can
Waterwheel

A subsidiary company which is more than 50 per cent owned by the parent company, may at the request of the parent company, purchase in its own name and receive the parent company's multiplier (and purchases of both will be combined as a basis for B qualification) provided the subsidiary meets one of the two following requirements:

1. Either a predominating part of the subsidiary company's business must be recognized by the trade as being in the identical specifically listed Class B industry in which the parent company is engaged:

2. Or 50 per cent or more of the subsidiary's output must be utilized by the parent company and other subsidiaries regularly qualifying under (1).

In these two cases it is not required that the subsidiary either purchase constantly and in substantial volume or do an interstate business.

Subsidiaries of a Class A user are considered independently on their own merits, and those which qualify are classified as B. This does not affect the status of the parent company, which continues as Class A.

Class C Purchasers are central stations and central station holding companies buying motors and/or controllers for resale to nonaffiliated companies.

To qualify under Class C, a central station, or a central station holding company, must sell over 50% of the electric power it generates to companies (other than central stations) neither owned and controlled by it nor owning and controlling it.

To qualify for a Central Station Motor Purchase Agreement, purchases made by a central station of motors, and/or controllers, for resale to companies neither owned and controlled by it, nor owning and controlling it, must represent a majority of all such purchases made.

All subsidiary companies which are more than 50 per cent owned by the agreement holder, and which are regularly engaged in the business of central station electric lighting or distributing electric power for other purposes, may, at the request of the parent company, purchase in their own names and receive the parent company's multiplier. Industrial subsidiaries are treated independently on their own merits as Class A or Class B, unless the subsidiary is over 50 per cent owned by the agreement holder and over 50 per cent of the subsidiary's output is utilized by the parent company and subsidiary central stations in which case the industrial subsidiary may purchase in its own name and receive the parent company's multiplier.

Class D Purchasers are resale motor dealers holding agreements with the company.

A company or individual in order to qualify as a motor dealer must have an established place of business with facilities suitable for the aggressive exploitation of motors and/or controllers as a separate item of sale. Companies that qualify under some other classification normally, may be granted a dealer contract provided they have a separate electrical department for the independent sale of motors and/or controllers to nonaffiliated companies through which department it is readily possible to segregate all purchases.

Agreements are offered only to concerns willing to give efficient and preferential service in the sale of motors and controllers for the company.

The number of dealers in a given territory should not be chosen according to the number of eligible companies, but with respect to the

(Note 3 cont'd)

available Class A business. This requires that the number of dealers be limited so that a division of the available Class A business gives each dealer a profitable field of exploitation.

Class E are resale purchasers not otherwise classified.

This class includes general building contractors, heating and ventilating contractors, plumbing contractors, contracting engineers, electrical dealers not under agreement and all other resale purchasers who merely resell electrical apparatus and/or controllers as an adjunct to, or incidental to, the sale of other products.

Class F Users are Federal, State, and Municipal Governments.

Class G Purchasers are bona fide resale machinery manufacturers as defined below:

A resale machinery manufacturer is a producer from his owned or controlled patents or in accordance with his own developed and organized plan of a complete power-driven product, to be equipped by him with motors and/or controllers, which machinery or appliance has a recognized identity and is acknowledged by the trade as a distinct product which the purchaser under consideration sells under his own trade name as a complete electrically driven unit, of which the Class G purchaser is the primary source of supply.

The principles underlying the above definition contemplate that:

1. The Company who develops the basic idea and sells the product to the trade is the real manufacturer.

2. We use normal and not artificial trade channels.

3. Established customers of our machinery manufacturers already determined are not to be removed from the field of profitable exploitation.

4. Provided the other conditions are met, a company is not excluded from Class G by having parts of its machine of appliance manufactured by other companies.

5. The purchaser under consideration is not required actually to manufacture the motor-driven part provided he would not normally sell, nor the user normally buy, his product without the motor-driven part being incorporated, and in addition, otherwise meets the requirements of the above definition.

The following examples are typical of cases where some part of the functioning mechanism is purchased from other manufacturers as a unit, which may be the only motor-driven part of the whole, such as a fan, pump, or compressor, but nevertheless the final product is readily identifiable as a separate and distinct machine:

(Note 2 cont'd)

Vacuum cleaners, oil burners, paint-spray machines, and gasoline-dispensing machines.

Contractors, dealers, or agents who merely assemble and sell to the user, even though under their own trade names, are Class E if authorized agents of machinery manufacturers; otherwise they are Class E.

6. Resale agencies that are both owned and controlled by a resale machinery manufacturer having a Motor Purchase Agreement, may, at the request of the latter company, purchase in their own name for resale with machinery manufactured by the parent company and receive the parent company's multiplier.

Where the electrically driven machinery is manufactured by a subsidiary having a separate corporate identity and the parent company otherwise qualifies under some other class, only purchases for resale with such machinery made in the name of, and billed to, the subsidiary would qualify under Class G.

In any case of doubt, refer all facts to the General Office for ruling. Class G discounts must not be extended to so-called manufacturers, such as rebuilders of second-hand machinery, grain-elevator builders, tunnel builders, mill and factory builders, fabricating machine-shops and the like, although many such customers may have more or less frequent requirements for mechanical equipment requiring motor drive which is intended for resale, as the effect of this would be to remove prospective customers of resale machinery manufacturers from the field of profitable exploitation by the latter and otherwise dislocate natural trade channels of distribution. The proper rating for all such customers is Class E when purchasing for resale, and they must not be confused with Class G.

Class H Purchasers are authorized machinery dealers who are resale outlets for machinery manufacturers (as defined under Class G) and who purchase motors and/or controllers for resale in connection with the machines or machinery for which they are selling representatives. Such machinery dealers are frequently termed Manufacturers' Agents although no legal relationship of agency may exist.

Machinery Manufacturers' Agents must not be confused with concerns who merely install or resell machinery in connection with construction and fabricating work or incidental to fulfilling a contract or completing an assembled product. Such concerns are Class E.

NOTE 3

OUTLINE OF DISCOUNT PLAN TO CLASS G PURCHASERS

Quantity of Motors or $ Value of Order	Shipping Requirements	Discounts
1 to 9 motors	Less than 10 lot	Assigned Discounts
10 or more motors	Unit shipment of 10 or more motors	Assigned Discounts plus 10%

(Note 3 cont'd)

Quantity of Motors of $ Value of Order	Shipping Requirements	Discounts
$1500 or more (book value)	90-day delivery and unit shipments of 10 or more motors	Assigned Discounts plus 10% and 7%
$10,000 or more (book value)	90-day delivery and unit shipments of 50 or more motors	Assigned Discounts plus 10% and 15%
$10,000 or more (book value)	Unit shipments amounting to $10,000 or more book value	Assigned Discounts plus 10% and 18%

NOTE #4

BRIEF OUTLINE OF DISCOUNT PLAN FOR CLASS G PURCHASERS

Value of Order	Shipping Requirements	Discounts
Less than $150 (book value)	Unit shipments of less than $150 (book value) to one destination.	Assigned Multiplier
$150 (book value) or over	Unit shipments of a least $150 (book value) to one destination.	Assigned Multiplier plus 10%
$1000 (book value) or over	Unit shipments $150 (book value) and complete order in 90 days.	Assigned Multiplier plus 20%
$3000 (book value) or over	Unit shipments $150 (book value) and complete order in 90 days.	Assigned Multiplier plus 30%
$8000 (book value) or over	Unit shipments $150 (book value) and complete order in 90 days.	Assigned Multiplier plus 35%
$16,000 (book value) or over	Unit shipments $150 (book value) and complete order in 90 days.	Assigned Multiplier plus 42%

NOTE #5

	Basic Multiplier	Equivalent Discount Net
Class A - Users - Orders less than $500	1.00	
Individual Order - $500 to $999 (book price), GO-7 equipment	----	10%

(Note 1 Cont'd)

	Basis Multiplier	Equivalent Discount
Individual Order - $1000 to $4999 (book price), GO-7 equipment	---	12½%
Individual Order - $5000 or more (book price), GO-7 equipment	Class B	
Class B - Users	.84	16%

Classes A & B - 100 identical textile motors (excluding rayon motors) or 100 identical individual table-roll drive motors for shipment under the Company's shipping schedule, the Company being permitted to complete shipment within 90 days following the initial shipment, additional discount of 5%.

Class C - Central Stations and Central Station Holding Companies -		
Without General Office Approval	Class A	
With General Office Approval	.84	16%
Class D - Resale Dealers with Agreement		17%
Class E - Resale Purchasers (Not otherwise classified)	.83	17%
Class F - Federal, State, County, and Municipal Governments, Municipal Central Stations and all Educational Institutions	.84	16%
Class G - Machinery Manufacturers		
Without General Office Approval	Class E	
With General Office Approval	.80	20%
Class GB- Machinery Manufacturers	.75	25%

Note.- Class GB does not apply to fractional horsepower motors. Previous discounts shown in section 8005 pages 31-34 and section 8260 pages 5, 6, and 9 still apply

Class H - Machinery Dealers (Machinery Manufacturers' Agents)	Class E	
Class HB- Machinery Dealers	.80	20%

NOTE #6

INDUSTRIAL EQUIPMENT DISCOUNT SHEET

PURCHASER CLASSIFICATION

Class A Users are those users who do not have multipliers assigned to them. The discount to this class of user is determined by the size of each individual order for motor policy motors, generators, and shipment under the Company's shipping schedule, the Company being permitted to make complete shipment within 90 days following the initial shipment. If such order amounts to $5,000 or more (computed at book price), the Class A user receives a Class B multiplier on that order and also becomes a regular Class B user. The discount on industrial control is the same as on the motors for which the control is sold.

Class B Users are those users who have definite multipliers assigned to them. The users qualifying are those whose purchases, from a single company, of motor policy material (see pages 3 and 4), and industrial control have averaged $2,000 net or more annually during 1931, 1932, and 1933, or 1932, 1933, and 1934. All owned or controlled subsidiaries of Class B purchasers may purchase in their own name at the multiplier of the parent company. Any subsidiary which purchases for resale should purchase at the multiplier to which its reselling activity entitles it, but only that reselling subsidiary is entitled to the resale multiplier.

Class C Purchasers are central stations or central station holding companies who sell over 50% of the electric power they generate to companies neither owned (or controlled) by them, nor owning (or controlling) them. In case a central station is part of (or is owned by) a purchaser who qualifies in some other class, only purchases made for central station purposes receive Class C discount.

All central station or user subsidiary companies associated with Class C purchasers may, at the request of the parent Class C purchaser, buy in their own name at the parent company's multiplier either for their own use, or (in the case of central station subsidiaries) for resale to their customers.

When acting as consulting engineers, Class C purchasers receive the discount to which their client is entitled.

Class D Purchasers are resale electrical dealers who hold Motor Dealer Agreements with the Company. A company or an individual, in order to qualify for a Motor Dealer Agreement must have an established place of business where facilities are maintained and used for the aggressive exploitation of motors and/or controllers as a separate item of sale. Companies that qualify under some other classification normally may be granted a Dealer Contract provided they have a separate electrical department for the independent sale of motors and/or controllers to nonaffiliated companies and it is readily possible to segregate all purchases made through this department.

(Note 46 Cont'd)

Since some confusion has existed between the classification of motor dealers and electrical contractors, the latter class is specifically defined as follows:

> Electrical contractors normally offer for sale a service in the form of erecting, installing, altering, repairing, servicing or maintaining electric wiring devices, appliances, or equipment, including the purchasing from suppliers and the selling of manufactured parts and products, incorporated in such installation in accordance with specifications which the contractor bids. These companies do not qualify for Motor Dealer Agreements.

Motor dealers do installation, repair, and maintenance work as a necessary adjunct to the sale of electrical equipment and are not ineligible because of this similarity to electrical contractors.

Electrical contractors sell equipment as a necessary adjunct to the sale of their services and are not eligible for Motor Dealer Agreements because of this similarity to motor dealers.

In the first case, the normal and principal item of sale in any transaction is apparatus; in the second case, the normal and principal item of sale is a service.

Class E are resale purchasers not otherwise classified.

This class includes electrical contractors, general building contractors, heating and ventilating contractors, plumbing contractors, contracting engineers, electrical dealers not under agreement and all other resale purchasers who merely resell electrical apparatus and/or controllers as an adjunct to, or incidental to, the sale of other products or services.

Class F Users are federal, state, county, and municipal governments, municipal central stations, and all educational institutions.

A Class G Purchaser is a purchaser known to the trade as the original source of supply for a complete power-operated product, which he equips with motors, generators, motor-generators, or controllers, and sells or leases under either his own name or his trade name as a complete unit inclusive of the electrical equipment. Such purchasers are not required to actually manufacture the motor-driven part, provided they would not normally sell (nor would the user normally buy) their product without the motor-driven part being incorporated.

Contractors, dealers, or agents who merely assemble and sell to the user without producing a new product are Class H if authorized agents of a Class G purchaser; otherwise they are Class E.

Class GB Purchasers are those Class G purchasers whose purchases, from a single company, of motor policy material (see pages 3 and 4), and industrial control have averaged $2,000 net or more annually during 1931, 1932, and 1933, or 1932, 1933 and 1934.

(Note #6 Cont'd)

Machinery manufacturing subsidiaries that are either owned or controlled by Class GB companies may, at the written request of the parent company, purchase in their own name at the parent company's multiplier for resale in connection with their own product.

Resale agencies that are either owned or controlled by a Class G (or GB) purchaser may, at the written request of the latter, purchase in their own name for resale with the power-operated product of the parent company, and receive the parent company's multiplier.

Where the power-operated product is produced by a subsiciary having a separate corporate identity and the parent company otherwise qualifies under some other class, only purchases for resale with such machinery made in the name of, and billed to, the subsidiary would qualify under Class G (of GB).

In any case of doubt, refer all facts to the General Office for ruling. Class G or GB discounts must not be extended to so-called manufacturers, such as rebuilders of second-hand machinery, grain-elevator builders, tunnel builders, mill and factory builders, fabricating machine shops and the like. The proper rating for all such purchasers is Class E when purchasing for resale.

Class H Purchasers are authorized machinery dealers who are resale outlets for Class G (or GB) purchasers and who purchase for resale in connection with the power-operated product for which they are selling representatives. Such machinery dealers are frequently termed Manufacturers' Agents although no legal relationship of agency may exist.

Machinery Manufacturers' Agents must not be confused with concerns who merely install or resell machinery in connection with construction and fabricating work or incidental to fulfilling a contract or completing an assembled product. Such concerns are Class E.

Class HB Purchasers are those Class H purchasers whose purchases, from a single company, of motor policy material (see pages 3 and 4) and industrial control have averaged $1,000 net or more annually during 1931, 1932, and 1933 or 1932, 1933 and 1934.

NOTE #7

TABLE OF ANNUAL QUANTITY DISCOUNTS

APPLIES ONLY TO CLASS D PURCHASERS

$2,500-1½% plus 2½% on excess
5,000-2 % plus 3 % on excess

10,000-2½% plus 3½% on excess
20,000-3 % plus 4½% on excess
30,000-3½% plus 5½% on excess
40,000-4 % plus 6½% on excess
50,000-4½% plus 6 % on excess
75,000-5 % plus 9 % on excess

100,000-6 % plus 7½% on excess
150,000-6½% plus 8½% on excess
200,000- and over--7%

APPENDIX A, PART 5

FAN MOTORS

Chronological Record of Price
Filings by Companies

COMPANY-#1

1st Filing

January 2, 1934.....Effective January 3,1934.
General Price List, dated December 1, 1933, includes (29) different Models (Stationary, Oscillating, Ventilating and Ceiling types).

Discounts:-
Users - 6-24 Fans 15%
25-49 " 25%
50 or more 35-5%
Commercial or industrial Users -
Less than 50 Fans 25%
More than 50 Fans 35-5%
Government Institutions - 35-5%
Chain, Industrial) 35-5%
Commercial)
Dealers - less than $50 - 35%, over $50 - 35-5%
Resale Machinery Manufacturers, less than $50 - 35%
" " " over $50 - 35-5%
" " " 100 Fans or more, 40-10-3%

Terms:- 2-10 Net 30 Days

Delivery:- F.O.B. Destination, Warehouse City, 100 lbs. or over
F.O.B. Point of Shipment, less than 100 lbs.
F.O.B. Shipping Point, shipments to points other than Distributors Warehouse City - with
Exceptions A-Orders specifying minimum Shipment of (50) fans
B-Orders specifying shipments to Chain, Commercial or Industrial organizations.

2nd Filing

February 19, 1934.....Effective March 1, 1934.
Special freight allowance on all Government orders F.O.B.Destination.

3rd Filing

February 23, 1934.....March 5, 1934.
General Price List dated January 3, 1934 - Does not differ from filing of January 2, 1934 except in reference to Shade Holders and Hanger Rods.

4th Filing

March 19, 1934.....Effective March 29, 1934.
General Price List dated March 15, 1934.
Discounts and terms same as Price List dated December 1, 1933.
Only change applies to Special Construction of some fans.

COMPANY -#1

5th Filing

June 2, 1934.....Effective June 4, 1934.
Applying to Federal Government and Distributors. Discounts allowed to Federal Government 50% from list and to Distributors who sell to Government shall be 50-10% from list.

6th Filing

June 23, 1934.....Effective July 3, 1934.
Applies to Special Construction data for Special Fans.

7th Filing

October 2, 1934.....Effective October 2, 1934.
Effects Terms to Federal Government and Distributors - 2-10 Prox Net 30 days.

8th Filing

November 19, 1934.....Effective November 29, 1934.
Discontinued manufacture of (2) types of fans. Reduced the list price on (7) fans from 3 to 15%. Reduced price on Chromium Plating about 15%. Dealers quantity discounts cancelled; given discount 35-5% any quantity. All users except dealers, 30%; superceding discounts 1/3/34.

9th Filing

November 30, 1934..... Effective December 10, 1934.
Special $4.95 price to trade (1) type fan (5000 to be sold)

10th Filing

December 1, 1934.....Effective December 11, 1934.
Error on filing effective December 10, 1934 - Price reduced to $3.95.

11th Filing

January 25, 1935.....Effective February 4, 1935.
Addition of (1) new type of fan.

12th Filing

April 3, 1935.....Effective April 4, 1935.
Change of discount to dealers including Utilities and Department Stores to 40% - supercedes Filing of 11/29/34 of 35-5% - difference of about 1¾ %.

13th Filing

May 3, 1935..... ..... Effective May 6, 1935.
Changes delivery to Government to read F.O.B. destination regardless of weight.

COMPANY-#1

Changes discounts to Distributors who supply Government agencies from 50-10% to 50-5%. Difference of about 2½%.

14th Filing.

May 3, 1935.....Effective May 13, 1935.
Special $3.00 price to all dealers and users one type of fan (4000) to be sold. See 9th Filing.

COMPANY -#3

1st Filing

January 2, 1934.....Effective January 3,1934.
General Price List dated 12/15/33, including (26) models (Stationary, Oscillating, Ventillating and Ceiling types).

Discounts:-
Consumer - list price
Dealer - less than $50. 35%, over $50. 35-5%
Special Users - 35-5%
Hotel, Large Building - 6 to 24 15%
" " " 25 to 49 25%
" " " 50 or more 35-5%
Large Concerns 1 to 49, 25%
" " 50 or more, 35-5%
Distributors - Contract 50%
Consignment 40-10-3%

Terms: Dealer and Special Users NET 15th Prox.
Distributor Contract 2%- 10 days
Consignments 2% 15 Prox.

Delivery - Shipments of less than 100 lbs. F.O.B. Point of Shipment.
Shipments of more than 100 lbs. F.O.B. Destination, Warehouse City.

2nd Filing

March 27, 1934.....Effective April 6, 1934.
Supplement to Price List dated 12/15/33 to read:
"Shipments made in April or May, invoices dated due NET July 15th - allowed 2% discount if paid on or before June 15th. "

3rd Filing

March 30, 1934.....Effective March 27,1934.
Reserve the right to furnish fans with finishes to match standard finish fans of competitors without additional charge.

COMPANY-#3

4th Filing

April 18, 1934.....Effective May 1, 1934.
General Price List
Changes from 1st Filing
Terms to Users 2-10 NET 15th Prox.

5th Filing

June 9, 1934.....June 19, 1934.
Change in discounts to Federal Government and subdivisions, 50% discount. Terms 2% -10 Days, Date of Invoice, F.O.B. point of delivery.

6th Filing

August 30, 1934.....Effective September 10, 1934
Net prices to Chain and Department Stores on a special low price fan.

7th Filing

October 3, 1934.....Effective October 3, 1934.
Changing cash discounts to Federal Government and divisions to read 2% 10 Prox.
To meet similar discount filed by other manufacturers.

8th Filing

January 16, 1935.....Effective February 1, 1935.
Decreased List Price on (1) Model 14%
Increased " " " (3) Models 3 to 5%
Discounts changed to
Dealers 35-5%
Special Users 30%
Resale Machinery Manufacturers - less than 100 fans -35-5%
" " " 100 fans or over - 40-10-2%
Terms changed to
Dealers and Special Users - 2-10
Distributors - 2-10 NET 30
Government - NET 30

9th Filing

February 20, 1935.....March 2, 1935.
Supplement to Price List of (4) Special Fans, quoting NET Prices Terms and Delivery

10th Filing

March 20, 1935.....March 30, 1935.
Supplement to Filing of February 20, 1935, Special Fans, addition of (2) new models.

COMPANY- #3

11th Filing

March 28, 1935.....April 8, 1935.
Revised sheet to supercede sheet on Special Fans 2/20/35 changing discounts to dealers from 35-5% to 40% Difference about 2½%

13 Filing

May 3, 1935.....May 13, 1935.
Supplement to Regular Price List adding (1) new model.

COMPANY #4

1st Filing

January 2, 1934.....January 3, 1934.
General Price List, dated 12/5/33 including (48) different Models (Stationary, Oscillating, Ceiling and Ventilating types).

Discounts:-
Dealers - less than $50.00, 35%; over $50.00, 35-5%.
Users - 6-24, 15%
" - 25-49, 25%
" - 50 and over, 35-5%
Government Institutions - 35-5%
Chain, Commercial and Industrial - 35-5%
Industrial Organizations - less than 50 fans, 25%
" " 50 fans or over, 35-5%
Terms - 2-10 NET 30
Delivery - F.O.B. Factory

2nd Filing

January 3, 1934.....January 13, 1934.
Giving Wholesalers 50% on outright purchases.

3rd Filing

February 5, 1934.....February 15, 1934.
Supplement to Price List effective 1/3/34 adding (1) new model; also Schedule of Discounts applying to Resale Machinery Manufacturers.
Shipments less than $50.00 - 35%
" $50.00 or more - 35-5%
" of 100 fans - 40-10-3%

4th Filing

February 26, 1934.....March 8, 1934.
Changing delivery conditions to Federal Government to read F.O.B. Destination.

5th Filing

March 12, 1934.....March 12, 1934.
Changing prices of Special Finishes on different fans.

6th Filing

March 22, 1934.....March 22, 1934.
Changing condition of Sale of Special fans to include Dealers, Chain, Syndicates and large buyers.

COMPANY #4

7th Filing

March 22, 1934.....March 26, 1934.
Changing delivery conditions to Dealer and Wholesaler

8th Filing

March 28, 1934.....April 7, 1934.
Special price ($2.40) on one type of fan, (800) to be sold

9th Filing

April 4, 1934.....April 6, 1934.
Net price ($1.90) on one model, to Distributors, Chain, Syndicates, large Buyers and Dealers

10th Filing

April 14, 1934.....April 17, 1934.
Amendment to filing 1/3/34 adding "and subsequent orders" to the Trade Schedule.

11th Filing

May 24, 1934.....June 4, 1934.
Changing discounts to Federal Government to 50%. Changing Discounts to Distributors for quotations to Federal Government to 50-10%

12th Filing

July 23, 1934.....August 2, 1934.
Special discount 50-10% on (1) discountinued model.

13th Filing

August 15, 1934.....August 25, 1934.
Reduction of net prices on (2) special make fans - one reduced 27% - the other, 16%.

14th Filing

August 20, 1934.....August 30, 1934.
Superceding Price List of 3/12/34 in reference to special finishes and fan accessories, no change in discounts.

15th Filing

August 20, 1934.....August 30, 1934.
Amendment to filing of 4/17/34 changing "To the trade" to include Dealer, Contractors, etc.

COMPANY #4

16th Filing

September 4, 1934.....September 14, 1934.
Duplication of filing of April 6, 1934.

17th Filing

September 4, 1934.....September 14, 1934.
Duplication of filing of August 2, 1934.

18th Filing

September 13, 1934.....September 13, 1934.
Duplication of filing of June 4, 1934.

19th Filing

September 13, 1934.....September 24, 1934.
Amendment to change the expression "Minimum Net Price" to "Net Price" and "Maximum discount" to "Discount."

20th Filing

September 21, 1934.....October 1, 1934.
Duplicating filing of 9/24/34 and eliminating "large buyer" wherever it appears.

21st Filing

October 11, 1934.....October 22, 1934.
Changing terms to Federal Government to 2-10 Prox.

22nd Filing

November 19, 1934.....November 29, 1934.
Price list for (4) special type fans, with discounts, terms and delivery - formerly appeared on previous filing as Net Price.

23rd Filing

November 19, 1934.....November 29, 1934.
General Price List denoting the following changes:
(4) models, List Price increased 4%
(3) models, List Price decreased 9½%

Discounts:-

Dealers	- 35-5%
Users	- 30%
Government Institutions	- 50%
Industrial Organizations	- 30%
Wholesalers - outright	- 50% Consignment 40-10-3%
Distributors to Government	- 50%

Delivery F.O.B. destination

COMPANY #4

24th Filing

February 4, 1935.....February 14, 1935.
Special $1.85 net price to Wholesalers one type of fan model discontinued (6125) to be sold.

25th Filing

May 9, 1935.....May 20, 1935.
Superceding filing of November 29, 1934, striking out paragraph referring to parts to Federal Government.

26th Filing

May 23, 1935.....June 6, 1935.
Applies to Resale Machinery Manufacturers.
Discounts - less than 100 fans 35-5%, 100 or over 40-10-3
Delivery - F.O.B. Point of Shipment.

COMPANY #5

1st Filing

January 2, 1934.....Effective January 3, 1934.
General Price List dated December 15, 1933, including (98) different styles of fans (Utility, Stationary, Oscillating, Ceiling and Ventillating types).
Discounts:-
Dealers - less than $50.00, 35% over $50.00, 35-5%
Government and Institutions - 35-5%
Chain, Commercial and Industrial - 35-5%
Large Users - 6-24 - 15% 25-50-25% -50 over -35-5%
Delivery;
F.O.B. Destination, Warehouse City 100 lbs. or more
F.O.B. Point of Shipment, less than 100 lbs.
F.O.B. Shipping Point, shipments to points other than Distributors Warehouse City - with following EXCEPTIONS
A - Orders specifying min. shipment of (50) fans
B - Orders specifying shipments to Chain Stores same as District Warehouse City.
Terms:- 2-10 Net 30

2nd Filing

March 15, 1934.....March 25, 1934.
To meet price filed by other manufacturers, delivery to chain organizations, institutions and Government any quantity changed to 2-10 days, F.O.B. destination.

3rd Filing

April 7, 1934,.....April 17, 1934.
Revised selling instructions to Dealers -
"Orders of net value $50 or more and all subsequent orders.
Discount 35-5%

4th Filing

May 25, 1934.....June 4, 1934.
Change in discounts to Federal Government from 35-5% to 50%.
Difference of about 11%. Terms changed to 2% 10th Prox.

5th Filing

May 23, 1934.....May 23, 1934.
Net prices on (3) discontinued models to close out. No more of these models to be made.

6th Filing

June 9, 1934.....June 9, 1934.
Changing terms to Federal Government from 2% 10 days Prox. to 2% - 10 days.

7th Filing

August 11, 1934.....August 21, 1934.
Revised selling instructions, the word "maximum" as applied to discount, deletcd.

8th Filing

September 27, 1934.....September 27, 1934.
Changing terms to Federal Government from 2-10 days to 2-10 Prox.
To meet similar discount filed by other manufacturers.

9th Filing

November 8, 1934.....November 19, 1934.
Revised price list superseding all others, changes in
Discounts to
Chain, Commercial and Industrial - 30%
Distributors, outright - 50% - 2-10 Prox.
" consignment - 46-2% - 2-10 Prox.
Delivery to Government F.O.B. destination.

10th Filing

November 22, 1934.....December 3, 1934.
Revision of terms of sale to distributors changed from 2-10 Prox. to 2-10 days.

11th Filing

May 8, 1935.....May 18, 1935.
Changing discounts to Government to 50%, to Distributors who supply Government 50-5%
Terms - 30 days NET
Delivery - F.O.B. destination.

12th Filing

May 13, 1935.....May 23, 1935.
Net price to trade of (1) model. This model to be discontinued.

COMPANY #6

1st Filing

January 2, 1934.....Effective January 3, 1934.
General price list, including (6) models of stationary type giving Net Prices.
Terms - 2-10 NET 30
Delivery - F.O.B. Factory

2nd Filing

January 22, 1934.....February 1, 1934.
General price list adding (1) new model and listing (3) obsolete models.
Discounts to trade 50-5%
Terms - 2-10 E.O.M. Net 30 E.O.M. West of Rockies extra 30 days.

3rd Filing

February 19, 1934.....February 19, 1934.
Addition of (1) new model List Price $1.79.

4th Filing

March 26, 1934.....April 5, 1934.
Revision of terms as filed February 19, 1934.

5th Filing

May 7, 1934.....May 17, 1934.
Changing price on model put on market (February 19, 1934) from list price of $1.79 to net price of 85¢ with
500 or over 5% discount
1000 or over 10% discount

6th Filing

September 17, 1934.....September 27, 1934.
General Price list.
Terms changed to 2%-10 Prox.

7th Filing

November 2, 1934.....November 12, 1934.
Changing price list of (1) model (see filings 2/19/34 and 5/17/34) back to $1.79.
Discounts:- none given except an additional 5%, 1000 or more.
Terms - 2-10 Prox.
Delivery - F.O.B. destination.

8th Filing

January 21, 1935.....January 31, 1935.
Price list of (4) models.
Discounts - Department Stores
Jobbers
Chain Stores
Users
Distributors - 50-5% 2-10 Prox.
Organizations
Institutions - 45% 2-10-30 Net

9th Filing

February 9, 1935.....February 19, 1935.
Appendix to Price List of January 31, 1935 changed to read:
Discounts -
Department Stores
Jobbers
Chain Stores
Users
Distributors - 50-5-5%

10th Filing

March 15, 1935.....March 25, 1935.
Special price of 75¢ each on (1) model.
To close out (700) see Filings 2/19/34 - 5/17/34 - 11/12/34.

11th Filling

March 29, 1935.....March 30, 1935.
Special price of 70¢ each on (1) model.
To close out 700 fans - see Filings 2/19/34 - 5/17/34 - 11/12/34- 3/25/35.

12th Filing

March 21, 1935.....April 1, 1935.
Price list of (4) models.
Duplicate of list filed January 31, 1935.

COMPANY #7

1st Filing

January 2, 1934.....Effective January 3, 1934.
General price list, dated 12/29/33, includes (24) different models (Stationary, Oscillating, Ventilating and Ceiling types).
Descounts
Dealers - less that $50.00 35%; over $50.00, 35-5%
Government - 35-5%
Users - 6 to 24 - 15%
" 25 to 49 - 25%
" 50 or more - 35-5%
Distributors - 50%
Terms - 2-10 Net 30
Delivery - F.O.B. Destination, 100 lbs. or more.

2nd Filing

March 17, 1934.....March 27, 1934.
General price list, same as filing January 3, 1934, with the following additions:
Industrial Organizations - 1 to 49 fans, 25%
" " 50 fans or more, 35-5%
Discounts besides the usual 2% 10 days.
Purchased April and paid before May 10 - 5%
" " " " " June 10 - 2%
" May " " " June 10 - 3%
" " " " " July 10 - 2%

3rd Filing

May 4, 1934.....May 14, 1934.
Letter closing out (16) models of discontinued types. (3980) fans in all - no price or discount given, except "Maximum discount all classifications 55%."

4th Filing

April 9, 1935.....April 19, 1935.
Letter closing out (15) models of discontinued types (1768) in all - no price or discount given (see filing of 5/14/34).

5th Filing

April 25, 1935.....May 6, 1935
Discounts changed to
Dealers - 40%
Government - 50%
Users - 30%
Distributors)
Jobbers) -50%
Wholesalers)

COMPANY #8

1st Filing

December 29, 1933.....Effective January 3, 1934.
General Price List, dated 12/15/33, includes (55) different models (Stationary, Oscillating, Ventilating and Ceiling types).
Discounts:-
Dealers - less than $50.00, 35%; $50.00 or more, 35-5%
Chain-Industrial) - 35-5%
Commercial)
Institutions - 35-5%
Organizations and Large Users) - 49 fans or less 25%; 50 fans or more, 35-5%
Hotels and Small Users - 6-25 - 15%
25-49 - 25%
50 or over - 35-5%
Distributors-outright - 50%
" -consignment - 40-10-3%
Terms - 2-10 Net 30
Delivery - F.O.B. destination, Warehouse City, 100 lbs. or over
F.O.B. Point of Shipment, less than 100 lbs.

2nd Filing

January 25, 1934.....February 3, 1934.
Supplement to General Price list, January 3, 1934.
Discounts to
Resale Machinery Manufacturers:
Less than $50.00 - 35%
Over 50.00 - 35-5%
100 fans or over - 40-10-3%

3rd Filing

February 14, 1934.....February 14, 1934.
Supplement to regular Price List (1/3/34) of (2) additional models-
Discount to distributors - outright purchase 50%.
Terms - 2-10 Net 30, except fans invoiced March, April or May, 1934.
2% extra if paid on or before June 10, 1934.

4th Filing

March 1, 1934.....March 11, 1934.
Applies to (2) new models, filing of February 14, 1934, giving classifications, discounts, terms and delivery which are same as regular line filing of January 3, 1934.

5th Filing

March 19, 1934.....March 19, 1934.
Addition of (1) new model and discontinuing of (1) model (35) on hand.

COMPANY #8

6th Filing

March 26, 1934.....April 5, 1934.
Amendment to previous filing of (2) special models "Maximum Discounts to, Distributors, Wholesalers, Dealers, Syndicate Buyers, Utilities or Users - 50%."

7th Filing

March 30, 1934.....April 9, 1934.
Revision of Delivery Conditions on (2) special models, Federal, State, County and Municipal Governments F.O.B; destination on other shipments of 100 lbs. or more F.O.B. destination.

8th Filing

May 29, 1934.....June 4, 1934.
Change in discount to Government from 35-5% to 50% 2-10 days, F.O.B. point of shipment.

9th Filing

June 8, 1934.....June 18, 1934.
Special discount given to distributors for quotations to Federal Government of 50-10%

10th Filing

June 11, 1934.....June 21, 1934.
Changing terms to Government from 2-10 to 2-10 Prox.

11th Filing

July 31, 1934.....August 10, 1934.
List Price on (2) models to meet Navy specifications.

12th Filing

August 17, 1934.....August 27, 1934.
Revising sales conditions on special fans, superseding filing of March 11, 1934, and April 9, 1934, and Amendment of April 5, 1934 - changing same to read as Regular Price List filing February 14, 1934.

13th Filing

November 21, 1934.....December 1, 1934.
General Price List, changing:
Discounts to

Dealers	-	35-5%
Chain Stores	-	30%
Institutions	-	30%

COMPANY #8

13th Filing

Government Federal - 50%
Distributors, outright - 50%, Consignment 40-10-3%
Resale Mch. Manufacturers - 35-5% less than 100, over 100 -40-10-3.
Distributor to Government - 50-5%
Terms - 2-10 Net 30
Delivery - F.O.B. destination

14th Filing

March 25, 1935.....April 4, 1935.
Supplementing prices and discounts schedule of December 1, 1934, to Dealers to 40%
Delivery - F.O.B. Destination, Warehouse City, 100 lbs. or over. F.O.B. Shipping Point, less than 100 lbs. On (2) special fans - 5% extra allowed on orders of 100 fans or more.

15th Filing

May 1, 1935.....May 11, 1935.
Reducing List Price of (1) regular listed fan from $4.60 to $3.95- reduction of 14% to meet similar reduction of other manufacturers.

16th Filing

May 13, 1935.....May 13, 1935.
Changing terms to Federal Government to read 30 days net - no cash discount.

COMPANY #9

1st Filing

January 2, 1934.....Effective January 3, 1934.
General Price Lists((1) Eastern (1) Western) includes (24) different models- Stationary, Oscillating and Ventilating (types). Western list is 3 to 8% higher.
Discounts:-

Dealers	- less than $50.00, 35%; over $50.00, 35-5%
Chain-Industrial	- 35-5%
" -Commercial	- 35-5%
Institutions	- 35-5%
Organizations	- less than 50 fans 25%; over 50 fans, 35-5%
Users	- 6 to 24, 15% - 25 to 49, 25% - 50 or more- (35-5%
Government	- 35-5%
Distributors-outright	- 50%
" -consignment	- 40-10-3%

Terms - 2-10 Net 30 days
Delivery - F.O.B. Destinations, Warehouse City, 100 lbs. or more. F.O.B. Point of Shipment, less than 100 lbs.

1st Filing (continued)

F.O.B. Shipping Point, shipments to points other than Distributors Warehouse City - with
Exceptions - A-Orders specifying minimum shipment of (50) fans.
B-Orders specifying shipments to Chain, Commercial or Industrial organizations.

2nd Filing

March 26, 1934.....April 5, 1934.
General Price Lists (1) Eastern, (1) Western.
Duplicate of Lists filed January 3, 1934.

3rd Filing

April 7, 1934.....April 17, 1934.
Special Net Price List to close out (5) discontinued models - sizes 8" and 10" - prices $3.125 to $4.975 each. Approximately (1500) fans.
Terms and Delivery - same as filing January 3, 1934.

4th Filing

October 25, 1934.....November 5, 1934.
Reserving the right for Office or Branch Warehouse to sell to Individuals at list price or at a discount of 40%. Known to the trade as "Courtesy Discounts."

5th Filing

December 28, 1934.....January 5, 1934.
General Price List showing a reduction on (18) models ranging from 15 to 33% depending upon type of fan.
Discounts:-

Dealers	-	40%
Chain Stores	-	50-5%
Dept. Stores	-	40-5%
Distributors	-	50-5%
Jobbers	-	50-5%

Terms - 2-10 Prox.
Delivery - F.O.B. Destination, Warehouse City, 100 lbs. or over.

6th Filing

January 2, 1935.....January 12, 1935.
Minimum Net Price on (1) discontinued model, size 7" net price $1.00.
List Price January 3, 1934 $4.60 to close out approximately (3650).

7th Filing

January 5, 1935.....January 15, 1935.
Minimum Net Prices on (6) special models to close out (1075) fans.
Regular terms.

8th Filing

January 11, 1935.....January 21, 1935.
Minimum Net Prices on (5) regular models to close out (518) fans - regular terms.

9th Filing

January 25, 1935.....February 4, 1935.
List prices on (5) special brand fans, subject to regular terms and discounts.

COMPANY #10

1st Filing

January 2, 1934.....Effective January 3, 1934.
General Price List, including (15) different models (Stationary and Oscillating types).
Discounts:-
Jobbers - 50%
Dept. Stores - 40%
Utilities - 40%
Small stores - 35%
Terms - 2% - 6/1/34 10 Prox.
Delivery - not given.

2nd Filing

February 5, 1934.....February 15, 1934.
General Price List, including (16) regular, (7) special models; also (10) discontinued models.
Prices on Regular Models same as January 3, 1934. Changes on Discounts to small dealers from 35% to 33-1/3% to 40% depending on quantity.
Delivery - F.O.B. destination, 100 lbs. or over.

3rd Filing

April 20, 1934.....April 30, 1934.
Extra 10% given on (1) model to distributors F.O.B. factory.

4th Filing

May 5, 1934.....May 15, 1934.
Special Price $1.00 each on (1) special fan to close out approximately (1800). F.O.B. Factory 2-10 Prox.

5th Filing

May 18, 1934.....May 28, 1934.
Change in price on (3) special models (chrome finish).
Note: - Cannot check back for former price.

6th Filing

May 21, 1934.....May 31, 1934.
Price list of (4) new models of kitchen ventilators. List price on (2) $10.00 and other (2) $12.00.
Discounts:-
Distributors - 50-10%
Jobbers - 50%
Mail Order - 50%
Premium Houses - 50%
Retail Stores - 40%
Terms - 2-10 Prox.
Delivery - F.O.B. factory.

7th Filing

May 23, 1934.....June 2, 1934.
Giving 50% discounts to fraternal organizations for premium purposes.

8th Filing

September 13, 1934.....September 24, 1934.
Supplement to general Price List of February 15, 1934.
Contract orders - 50% discount
Retail Stores - 35% discount

9th Filing

October 27, 1934.....November 6, 1934.
Offering (1) 8" stationary fan to the trade @ 85¢ each - 25,000 to 50,000 fans 10% extra discount.
Terms 2-10 Prox - January, February, March, April, May, dated June 1, 1934.
Delivery - F.O.B. factory.

10th Filing

January 7, 1935.....January 17, 1935.
Price List of certain type (12) models, change in
Discounts:-
Distributors - 50-10%
Jobbers - 50-10%
Contract Orders - 50-10%
Department stores, using (500) or over - 50%
Utilities, using (500) or over - 50%
Retail Stores - 33-1/3%
Terms - 2% - 6/1/34 10 Prox.
Delivery - F.O.B. factory

11th Filing

January 14, 1935.....January 24, 1935.
Duplicate of filing of November 6, 1934, except model number has been changed and quantity discount has been dropped.

12th Filing

April 4, 1935.....April 15, 1935.
Supplement to previous schedules, reserving the right to meet competition to ship fans on consignment basis.
Discount - 50-5%
Terms - 2-10 Prox.
Delivery - F.O.B. factory

13th Filing

April 4, 1935.....April 15, 1935.
Schedule of Special fans of special construction for national distributors - (9) models.
Terms - 2% E.O.M.
Delivery - F.O.B. factory

14th Filing

Net price on (2) models (1) @ $1.75; (1) @ $3.00 to distributors, jobbers, premium houses, mail order houses and department stores.
Terms - 2-10 Prox. April and May - June 1 dating
Delivery - F.O.B. factory

COMPANY #11

1st Filing

January 2, 1934.....Effective January 3, 1934.
General Price List dated November 15, 1933, including (17) different models (Stationary, Oscillating, Ventilating and Ceiling types).
Discounts:-
Users - 6 to 24 fans 15%
" 25 to 49 fans 25%
" 50 or more 35-5%
Industrial Organizations - less than 50 fans 25%
" " more than 50 fans 35-5%
Dealers - less than $50.00 - 35%; $50.00 or more, 35-5%.
Government - 35-5%
Chain - 35-5%
Institution - 35-5%
Resale Machinery Manufacturers - less than $50.00 -35%
" " " $50.00 or more - 35-5%
" " " 100 fans or more - 40-10-3
Terms 2-10 Net 30

1st Filing (Continued)

Delivery F.O.B. destination, Warehouse City, 100 lbs. or over
F.O.B. Point of shipment, less than 100 lbs.
F.O.B. Shipping Point, shipments to points other than distributors Warehouse City - with
Exceptions - A, Orders specifying minimum shipment of (50) fans
B, Orders specifying shipments to chain, commercial or industrial organizations.

2nd Filing

January 18, 1934.....January 28, 1934.
Price list of (14) model, direct current fans. No discounts, terms or delivery given.

3rd Filing

February 28, 1934.....March 10, 1934.
Discount schedule to supercede filing of January 28, 1934. No changes from original filing.

4th Filing

June 2, 1934.....June 4, 1934.
Changing discounts to Federal Government and distributor who quotes to Federal Government.
Government - 50%
Distributor - 50-10%

5th Filing

September 28, 1934.....September 28, 1934.
Changing terms to Federal Government from 2-10 Net 30 to 2-10 Prox.

6th Filing

November 19, 1934.....November 29, 1934.
General Price List, superceding previous filings, apparently no change in list price - changes in the following:
Discounts to
Users - 30%
Industrial organizations - 30%
Institutions - 30%
Dealers 35-5%
Government - 50% (30 day net - F.O.B. destination)
Department stores - 35-5%
Utilities - 35-5%
Distributors - outright - 50%
" consignment - 40-10-3
Terms - 2-10

7th Filing

January 11, 1934.....January 21, 1935.
Addition of (2) models. Discount schedule same as filing of November 29, 1934.

8th Filing

January 11, 1935.....January 21, 1935.
Reducing list price of (1) regular listed fan from $4.60 to $3.95. Reduction of 14%.

9th Filing

April 8, 1935.....April 8, 1935.
Refers only to electric fan parts.)

10th Filing

May 4, 1935.....May 6, 1935.
Refers only to electric fan parts.)

COMPANY #12

1st Filing

January 2, 1934.....Effective January 3, 1934.
General Price List, dated December 21, 1933, including (110) different models (Stationary, Oscillating, Ventilating, Ceiling, Coach and Marine types).
Discounts:-
Chain Stores 35-5%
Users - 6 to 24 -15%
" 24 to 49 - 25%
" 50 more - 35-5%
Dealers:- less than $50.00 - 35%; over $50.00 - 35-5%
Department stores - less than $50.00 - 35%; over $50.00 - 35-5%
Distributors - less than $50.00 - 35%; over $50.00 - 35-5%
Government - 35-5%
Institutions - 35-5%
Terms - 2-10 Net 30
Delivery - F.O.B. Jobbers Warehouse Point, in lots of 300 lbs. or more.
F.O.B. Point of Shipment, less than 300 lbs.

2nd Filing

February 13, 1934.....February 23, 1934.
Supplement to Filing of January 3, 1934.
Jobbers, outright (no consignment) Disc. Max. 50%
Terms - 2-10 from 7/1/34 Net August 1, 1934.
Delivery - same as January 3, 1934 - filing

3rd Filing

February 23, 1934.....March 5, 1934.
General Price List.
Increased List Price on (16) models, 3 to 11%.
Decreased List Price on (14) models, 2 to 20%.
Terms and Delivery same as filing of January 3, 1934.

4th Filing

March 6, 1934.....March 10, 1934.
Discount schedule, changes to organizations from distributors.
1 to 49 fans Max. discount 25%
50 or more fans Max. discount 35-5%
Delivery to Government F.O.B. destination

5th Filing

April 12, 1934.....April 23, 1934.
Equalizing delivery schedule

6th Filing

May 31, 1934.....June 4, 1934.
Discount schedule, only change Government 50% maximum discount.

7th Filing

May 31, 1934.....May 31, 1934.
Adding (2) new models.
Discounts, Terms and Delivery same as filing March 10, 1934.

8th Filing

August 16, 1934.....August 27, 1934.
Discount schedule superceding all previous filings with the following changes:
(5) models reduced on list price from 7 to 20%
Discounts to distributors-outright changed to 50%
" " " commission " " 46-2%
Terms - 2-10 Net 50.
Delivery to Government changed to F.O.B. destination.

9th Filing

October 19, 1934.....October 29, 1934.
Special Price of ($1.95 each) to Trade (1) type of fan. (3881) to be sold.

10th Filing

December 22, 1934.....January 2, 1935.
Discount schedule, changing
Discounts to
Chain Stores 30%
Users - 30%
Department Stores - 35-5%
Distributors - outright 50%, consignment 46-2%, 2-10 Net 60
Government -50% - Net 30 days - F.O.B. destination
Institutions - 30%

11th Filing

December 31, 1934.....January 10, 1935.
Net Price on (2) models ($1.75 and $5.50) to trade.
Terms - 2-10 Net 30
Delivery - F.O.B. Destination, 100 lbs. or more.

12th Filing

March 6, 1935.....March 16, 1935.
Adding (2) special models
Terms 2-10 Net 30
Delivery - F.O.B. Point of Shipment

13th Filing

March 11, 1935.....March 21, 1935.
Adding (1) new model (special order only)
Discounts, Terms and Delivery same as January 2, 1935.

14th Filing

March 19, 1935.....March 29, 1935.
Discount schedule for Resale Machinery Manufacturers:
Less then (100) fans - 35-5%
(100) fans or more - 40-10-3%
Terms - 2-10 Net 30
Delivery - F.O.B. destination, Warehouse City - 100 lbs. or over
F.O.B. Point of Shipment - less than 100 lbs.

15th Filing

March 21, 1935.....April 1, 1935.
Cancel filing of January 10, 1935
on (2) new models

16th Filing

April 12, 1935.....April 22, 1935.
Adding (8) new models of special type.
Discounts, Terms and Delivery same as January 2, 1935.

17th Filing

April 12, 1935.....April 22, 1935.
Net Prices given on (7) obsolete models - to close out approximately (8730) fans.
Terms - 2-10 Net 30
Delivery - F.O.B. Point of Shipment.

18th Filing

April 22, 1935.....May 2, 1935.
Superceding filing of 4/22/35 in reference to Net Prices on (7) obsolete models -
Reduction of 10% on 7 models of 4/22/35, (4330) to be sold.

19th Filing

April 25, 1935.....May 6, 1935.
Changing discounts to Dealers, Utilities and Department Stores to
Discount
any quantity - 40%
Terms 2-10 Net 30
Delivery - F.O.B. destination Warehouse City, 100 lbs. or more
F.O.B. Point of Shipment, less than 100 lbs.

20th Filing

May 2, 1935.....May 6, 1935.
Discounts changed to Government - 50%
Distributors selling to Government 50-5%
Terms - Net 30 days
Delivery - F.O.B. Destination

21st Filing

May 9, 1935.....May 20, 1935.
Price List of (4) models introduced filing April 22, 1935 - (duplication)

APPENDIX A, PART 6

ELECTRIC ARC WELDING APPARATUS

Chronological Record of Price Filings by Companies

RENTAL PURCHASES AND DEFERRED PAYMENT PLANS

The various plans used are designated in the text by numbers and the following legend gives their details. On page 5 - Appendix B - Part 6, sample applications of the plans are set up and a duplicate of this legend will be found attached thereto.

RENTAL PURCHASE PLANS

(1) List price plus 10%; 15% of the result per month.

(2) 10% of list price per month; 6% interest.

(3) 10% of list price per month; no interest.

(4) Special rates per month for each welding set.

DEFERRED PAYMENT PLANS

(1) 20% down payment; balance in 12 months; finance rate 6%.

(1a) 20% down payment; balance in 12 months; finance rate 8%.

(1b) 20% down payment; balance in 12 months; no finance charge.

(2) List price plus 10%; 15% of the result per month.

(3) 10% of list price per month; no finance charge.

(4) 30% down payment; balance in 12 months; finance rate 10% on purchase price.

(5) 33-1/3% down payment; balance in 12 months; no finance charge.

(6) 25% down payment; balance in 18 months; 11% finance charge; 6 mo. 5%.

(7) 10% of list price per month; finance charge 6% after first month.

(8) 25% down; 10 months 6%.

(9) 25% down; 12 months 6%.

COMPANY CLASSIFICATIONS

For the purpose of indicating the completeness of the various companies' lines, we have designated them as follows:

CLASS A - Companies making a full line of single operator, multiple operator and gas engine driven welders.

CLASS B - Companies making a large percentage of the above types.

CLASS C - Companies making only a few types.

COMPANY #1 - CLASS B

March 30, 1934.....Effective April 9, 1934.
Original filing covering
(a) Prices
(b) Transportation
f.o.b. factory, freight allowed.
(c) Terms
net 30 days.
(d) Technical data
(e) Deferred payment plan #1
(f) Rental purchase plan #2
(g) Discount to educational institutions - 33 1/3%
(h) Demonstration plan - 30 days, one machine of a given rating.

October 15, 1934.....Effective October 25, 1934.
12 prices revised downward.

November 26, 1934.....Effective November 26, 1934.
Authorized by Supervisory Agency.
(a) Design and construction data.
(b) Price for special accessories.

February 2, 1935.....Effective February 4, 1935.
To meet Company #4.
Prices revised downward on 2 gas engine driven welders.

February 4, 1935.....Effective February 14, 1935.
Additional construction data.

April 22, 1935.....Effective May 2, 1935.
Special welding accessories revised downward.

COMPANY #2 - CLASS A

October 30, 1933.....Effective October 30, 1933.
Original filing covering
(a) Transportation - f.o.b. factory, freight allowed.
(b) Terms - 30 days net.
(c) Deferred payment plan #6.
(d) Demonstration plan - 30 days free trial.
(e) Rental purchase plan #1.
(f) Design and construction data.
(g) Prices.

November 13, 1933.....Effective November 13, 1933.
Authorized by Supervisory Agency.
Prices on Navy specification welders. These prices also apply on Federal, State and Municipal bids.

December 5, 1933.....No effective date assigned.
Navy specification prices segregated from Federal, State and Municipal bids. No price change.

January 22, 1934.....Effective February 1, 1934.
All multiple operator constant potential arc welder prices revised upward.

January 25, 1934.....Effective January 25, 1934.
To meet Company #6 on Navy specification. Effective date of remainder authorized by Supervisory Agency.
complete upward revision on both Navy specification and Federal, State and Municipal prices.

COMPANY #2 - CLASS A (Continued)

February 23, 1934.....Effective March 5, 1934.
(a) Delivery policy changed, Purchaser must pay additional transportation charges where special routing is requested.
(b) Deferred payment plan changed from plan #6 to plan #1.
(c) Rental purchase plan changed from #1 to #2.
(d) Discount to educational institutions 33 1/3%.
(e) Prices for optional features filed.
(f) Price revision - 9 units increased; 6 units decreased.

May 4, 1934.....Effective May 14, 1934.
Price revision - 13 items revised downward; 1 revised upward.

September 24, 1934.....September 24, 1934.
variable voltage type are welder prices revised downward to meet Company #10, effective September 24, 1934.

September 26, 1934.....Effective September 27, 1934.
To meet Company #6.
Price revision - 15 items revised downward.

November 22, 1934.....Effective November 26, 1934.
(a) Design and construction data filed. Statement that Navy specification welders shall be the same price as corresponding ratings of standard types.
(b) Provides for special items or features regularly furnished by any competitor to be furnished by Co. #2 at no extra charge.
(c) Price revision - 11 welders increased.

November 26, 1934.....Effective November 26, 1934.
Price revision - 11 welders revised downward.

December 26, 1934.....Effective December 26, 1934.
Approved by Supervisory Agency.
Navy specification welders same price as corresponding ratings of Standard Type.

January 14, 1935.....January 24, 1935.
Prices on 2 gas engine driven welders revised downward to meet Company #6 price list dated December 27, 1934.

February 23, 1935.....March 5, 1935.
Prices on special set of accessories reduced downward to meet price sheet of Company #6 effective February 21, 1935.

March 18, 1935.....March 28, 1935.
Design and construction data filed, also charges for special modifications of or additions to standard equipment.

March 25, 1935.....March 25, 1935.
Statement that formal bids hold for 60 days after date of opening, irrespective of any price revisions made in the meantime.

April 22, 1935.....May 2, 1935.
Price revisions - 8 units revised downward.
6 units revised upward.

May 23, 1935.....May 23, 1935.
Authorized by Supervisory Agency.
When welders are shipped on Government bill of lading, deductions may be made equal to cost of freight to private customers at current freight rates.
Filed to meet Company #6 prices, effective May 3, 1935.

COMPANY #3 - CLASS A

October 30, 1933.....Effective date October 30, 1933.
Original filing covering
(a) Terms - 2% 10 days, 30 days net from date of shipment.
(b) Prices
(c) Technical data.

November 27, 1933.....Effective December 5, 1933.
Price filing covering Navy specifications.

December 21, 1933.....No effective date.
Price filing on 1 gas engine driven welder to meet Company #6 price.

January 16, 1934.....January 26, 1934.
(a) Prices filed on standard accessories.
(b) Prices filed on superseded models.

March 29, 1934.....Effective March 29, 1934.
Authorized by Supervisory Agency.
Prices revised - 6 units increased.

April 23, 1934.....Effective May 3, 1934.
Filed a new price sheet showing their prices in the form generally recognized by the industry as standard.

May 21, 1934.....Effective May 31, 1934.
Price revision - Navy specifications - 2 models increased, 2 models decreased. Prices now same as standard machines.

May 31, 1934.....Effective June 11, 1934.
Filed prices for rental machines showing a set figure per machine per month - Plan #4.

June 7, 1934.....Effective June 18, 1934.
Price revision - 1 model increased and 1 model decreased.

July 27, 1934.....Effective August 6, 1934.
(a) Original filing on multiple operator constant potential arc welding sets.
(b) Increased price on 1 model, single operator set, decreased price on 1 model.

November 9, 1934.....Effective November 19, 1934.
(a) Increased prices - 21 models multiple operator sets.
(b) Added 14 new multiple operator sets not previously filed.

November 28, 1934.....Effective December 8, 1934.
(a) Filed original prices for combination arc and cutting panels.
(b) Filed design and construction data.
(c) Reduced prices on 4 sets standard accessories.
(d) Reduced all single operator welding sets to meet Company #6 prices effective September 27.
(e) Reduced all multiple operator prices to meet Company #19 prices effective September 27.

February 16, 1935.....Effective February 26, 1935.
(a) Price revision reducing prices on 3 models.
(b) Deferred payment plan #2.

March 18, 1935.....Effective March 21, 1935.
Statement that either synchronous or induction drive motors will be furnished at customer's option and that special prices previously listed for synchronous drive sets are no longer effective; this filed to meet Company #6 filing. Effective March 21, 1935.

COMPANY #3 - CLASS A (Continued)

March 27, 1935.....Effective April 6, 1935.
filed new price and data sheets superseding all others previously filed.
(a) Reduced prices on 6 portable welders.
(b) New design and construction data.
(c) Changed rental purchase plan from #4 to #2.
(d) Changed quotation data. All quotations automatically expire 15 days from date of quotation except Federal, State and Municipal, which shall be effective for 66 days from date of bid opening.
(e) Changed delivery policy from f.o.b. factory to f.o.b. point of shipment with freight allowed.
(f) Changed terms from 2% 10 days to net cash 30 days.

June 4, 1935.....Effective June 4, 1935.
Authorized by Supervisory Agency.
Special freight deduction on Government purchases.
Material shipped on Government bill of lading. Deduction from price may be made equal to cost of freight to private customer at current freight rates.

COMPANY #4 - CLASS A

October 20, 1933.....Effective October 30, 1933.
Original filing covering
(a) Prices
(b) Tentative Navy specifications.
(c) Transportation - f.o.b. factory, freight allowed.
(d) Demonstration policy - 30 day limit.
(e) Rental purchase plan #1
(f) Deferred payment plan #2

October 31, 1933.....No effective date assigned.
Discount to educational institutions - 33 1/3%

November 13, 1933.....November 13, 1933, Effective Date.
Filed prices for Navy specification welders.

January 30, 1934.....Effective January 31, 1934.
To meet Company #6.
(a) Special prices for Navy specification welders withdrawn. In the future Navy specification equipment quoted to Federal, State or Municipal Governments will be prices shown on current price lists effective on the date of bid. Results in increased price.
(b) Filed terms - net cash 30 days.

February 1, 1934.....Effective February 1, 1934. To meet Company #19.
(a) Increased prices on 32 multiple operator welding sets.
(b) Added 7 new items.

March 14, 1934.....Effective March 26, 1934 - 12 days requested. Increased prices on 2 gasoline engine welders.

March 29, 1934.....Effective March 29, 1934. Meeting Company #17. Reduced prices on 3 direct current welders.

April 4, 1934.....Effective April 16, 1934 - 12 days requested.

COMPANY #4 - CLASS A (Continued)

(a) Reduced prices on 8 welding sets.
(b) Changed rental purchase plan from #1 to #2.
(c) Changed deferred payment plan from #2 to #1.

May 11, 1934.....Effective May 21, 1934.
(a) Expanded delivery policy, Company will prepay transportation charges to any railroad destination within the confines of the United States if allowed to select (1) the point of origin of shipment, (2) method of transportation, (3) routing of shipment.
(b) Deliveries by truck will be made at company's option and if store door delivery is included by carrier at no extra cost, no charge will be made.

May 16, 1934.....Effective May 26, 1934.
Increased 1 price; decreased 7 prices.

September 22, 1934.....Effective September 24, 1934.
Will meet prices by Company #10 effective September 24.

September 27, 1934.....September 27, 1934.
Will meet prices filed by Company #6 effective September 27.
To meet Company #10 and Company #6 of September 27.

October 2, 1934.....Effective October 2, 1934.
(a) Revised price sheet - single operator welding sets.
(b) Prices for additional optional features.

November 24, 1934.....Effective November 26, 1934.
Design and construction data filed for single operator welding sets.

January 5, 1935.....Effective January 17, 1935.
12 days per request.
(a) Statement that on specifications calling for items regularly supplied by other manufacturers as standard equipment, will furnish such items without extra charge.
(b) Additional construction data and accessory prices filed.

January 30, 1935.....Effective February 4, 1935.
To meet Company #10, effective February 4.
2 gas engine driven welders reduced.

March 2, 1935.....Effective March 14, 1935. 12 days request. Special price filed for auxiliary generator.

March 25, 1935.....Effective March 25, 1935.
Authorized by Supervisory Agency.
Prices filed for remote control special features for Navy.

April 27, 1935.....Effective April 29, 1935.
Special prices for spring mounting for gas engine welders filed to meet Company #6 prices.

COMPANY #5 - CLASS A

October 30, 1933.....Effective October 30, 1933.
Original filing covering
(a) Price lists.
(b) Transportation - f.o.b. factory, freight allowed, except tractor welders and welding generators equipped for mounting on tractors, prices, f.o.b. factory.
(c) Prices for extras and accessories.

COMPANY #5 - CLASS A (Continued)

(d) Rental plan #1.
(e) Deferred payment plan #8.
(f) Tentative Navy specifications.
(g) Terms - 30 days net.

November 13, 1933.....Effective November 13, 1933.
Filed prices on Navy Specification welders.

November 22, 1933.....Not released till 1/12/34.
Authorized by Supervisory Agency.
Statement making prices on Navy specification welders also apply to Federal, State and Municipal bids.

December 11, 1933.....No effective date.
Prices for Navy specification welders do not now apply to Federal, State and Municipal bids.
Also filed new price sheet for Federal, State and Municipal bids. Prices not changed.

February 9, 1934.....Effective February 19, 1934.
New price sheet filed decreasing 5 items, increasing 8 items.

February 14, 1934.....Effective February 24,1934.
New price sheet filed increasing 1 item.

March 23, 1934.....Effective March 23, 1934.
(a) Deferred payment plan changed from #8 to #1.
(b) Rental purchase plan changed from #1 to #2.
(c) Discount to educational institutions 33-1/3%.
(d) Demonstration plan - limit 30 days, one machine of given rating at one time.
(e) Navy specifications, Federal, State and Municipal prices same as standard models of equal rating.

March 28, 1934.....Effective April 7, 1934.
8 prices decreased, 2 prices increased.

July 30, 1934.....Effective August 9, 1934.
5 prices increased, 6 prices decreased.

September 21, 1934.....Effective September 24, 1934.
Statement that they will meet prices filed by Company #10 effective September 24, 1934.

September 24, 1934.....Effective September 27, 1934.
Reduced 8 prices to meet Company #6 prices effective September 27, 1934.

October 8, 1934.....Effective October 18, 1934.
Increased prices on 2 welders.

November 2, 1934.....Effective November 2, 1934.
Authorized by Supervisory Agency.
Filed statement covering shipments on U.S. Government bill of lading allowing deduction of freight equal to that allowed to any private buyer; this filed to meet Company #16 filing effective November 2.

November 24, 1934.....Effective November 26, 1934. Authorized by Supervisory Agency.
(a) New price sheet reducing prices on 13 items, increasing prices on 3 items.
(b) Filed special prices for welding accessories and welding cables.

COMPANY #5 - CLASS A (Continued)

(c) Filed statement providing for supplying any items regularly supplied by competitors at no extra cost.

December 28, 1934.....Effective January 7, 1935.
(a) Reduced prices on 5 welders.
(b) Reduced prices on 2 welding accessories.

January 19, 1935.....Effective January 29, 1935.
Price on 1 welding accessory reduced.

March 18, 1935.....Effective March 28, 1935.
Statement that prices as filed for accessories cover only those sold in connection with a piece of welding equipment.

March 23, 1935.....Effective March 25, 1935. Authorized by Supervisory Agents.
Special price applying to automatic remote control for Navy specifications.

April 25, 1935.....Effective May 6, 1935.
Prices on various types of mountings for gas engine welders.

May 24, 1935.....Effective May 24, 1935. Authorized by Supervisory Agency.
Statement providing that on all shipments on Government bill of lading, deduction for freight may be made in the same amount as for any individual buyer.

COMPANY #6 - CLASS A

October 30, 1933.....Effective October 30,1933.
Original filing covering
(a) Prices
(b) Terms - 2% 10 days net 30 days.
(c) Deferred payment plan #1.
(d) Rental purchase plan #2.
(e) Navy, Federal, State and Municipal bids - price same as regular standard equipment.
(f) Prices for accessories and additional equipment.

January 16, 1934.....Effective January 23, 1934.
(a) Increased prices 2 items special equipment for Navy specifications.
(b) Terms changed from 2% 10 days to net 30 days, no discount.
(c) Transportation - Customer may deduct freight by submitting paid freight bill with remittance.
(d) Increased prices on 10 welders.

September 17, 1934.....Effective September 27, 1934.
Statement reducing all prices $5.00 per unit lower than prices filed by Company #10 effective September 24, 1934. All prices previously filed which were lower than new Company #10 prices remain unchanged.

September 26, 1934.....Effective September 27, 1934.
Authorized by Supervisory Agency.
(a) Statement that Federal, State and Municipal bids will be same as prices quoted commercial users.
(b) Filed new price sheet incorporating previous changes and increasing one price.

December 10, 1934.....Effective December 20,1934.
Filed new price sheet which included new items but did not change previous prices.

December 12, 1934.....Effective December 22,1934.
Statement that special items supplied by other manufacturers as standard equipment would be furnished at no extra charge.

December 26, 1934.....Effective January 5, 1935
New Price sheet adding several new items and reducing prices on three welders and two accessories.

December 26, 1934.....Effective December 26, 1934.
Prices in first December 26th filing also apply to Government business.

December 29, 1934.....Effective January 8, 1935.
Two welders reduced on Government sales.

February 2, 1935.....Effective February 4, 1935
Two prices reduced. These had formerly applied only to Government sales; now apply to all commercial users; meeting similar prices filed by Company #4 effective February 4, 1935.

February 11, 1935.....Effective February 21, 1935.
Revised prices on welding accessories; 2 items increased, 3 items decreased.

March 11, 1935.....Effective March 21, 1935.
Statement providing for either synchronous or induction drive motors as optional equipment at no extra charge.

March 25, 1935.....Effective March 25, 1935.
Authorized by Supervisory Agency.
Prices on Navy specification welders shall be same as prices on corresponding ratings for commercial users.
March 25, 1935.....Effective April 4, 1935.
Includes special prices for sets driven by synchronous motors and cancels filing of March 11.
April 18, 1935.....Effective April 29, 1935.
Specification data and extra prices for special equipment.
April 23, 1935.....Effective May 3, 1935.
Statement that all shipments on Government bill of lading are arrived at by deducting cost of freight to private customer.

COMPANY #7 - CLASS A

November 21, 1934..... Effective December 1, 1934.
Original filing
(a) Statement that they would sell in conformity with Company #4 price sheet dated September 27, 1934.
(b) Deferred payment plan #1-6
February 27, 1935.....Effective March 9, 1935
Complete filing covering
(a) Prices.
(b) Terms - net 30 days.
(c) Delivery - f.o.b. factory, freight allowed.
(d) Deferred payment plan #1-b.
(e) Rental purchase plan #2.
(f) Educational institution discount 33-1/3%.
(g) Demonstration plan - limit 30 days, one machine of a given rating.
(h) Statement that prices to U.S.Navy are the same as prices for regular commercial users.
(i) Statement that any features regularly furnished by any competitor as standard equipment will be furnished by Company #7 at no extra charge.
March 18, 1935.....Effective March 28, 1935.
Prices for individual welding accessories filed to meet Company #2 prices effective March 5.
March 25, 1935.....Effective March 25, 1935.
Authorized by Supervisory Agency.
Filed prices in automatic control features for Navy.
May 23, 1935.....Effective May 23, 1935.
Authorized by Supervisory Agency.
(a) Filed statement that freight deduction on shipments on Government bill of lading would be the same as those allowed any private customer.
(b) Filed technical data on welding apparatus.

COMPANY #8 -CLASS B

October 30,1933.....Effective October 30,1933
Original filing covering
(a) Prices
(b) Accessories and optional equipment.

COMPANY #8 -CLASS B (Continued)

(c) Navy Specification sheet.
(d) Transportation f.o.b. factory, freight allowed.
(e) Terms - net 30 days, no cash discount.
(f) Rental policy #1

December 12, 1933.....No Effective Date
Prices on Navy specification welders.

March 15, 1934..... Effective March 26, 1934.
Prices on Navy specification sets filed December 12 withdrawn. Regular commercial prices will be quoted.

March 29, 1934..... Effective March 29, 1934.
Authorized by Supervisory Agency.
Reduced prices on 4 welders.

April 12, 1934.....Effective April 22, 1934
Prices filed for solid rubber tire equipment on portable welders.

October 15, 1934..... .Effective October 25, 1934.
(a) Filed prices on multiple operator welding sets.
(b) New Price sheet on single operator welders reducing 13 prices, increasing 8 prices.
(c) Rental plan changed from #1 to #2.
(d) Increased amount of deductions for 4 accessories, making prices more favorable.

January 14, 1935.....Effective January 24, 1935.
(a) Decreased prices - 1 welder.
(b) Filed specification sheet on single operator welders.

COMPANY #9 - CLASS C

December 15, 1934.....Effective December 26,1934.
Original filing covering
(a) Prices.
(b) Terms - net 30 days.
(c) Transportation - f.o.b. factory, freight allowed.
(d) Prices for extra equipment.

March 29, 1935.....Effective April 8, 1935.
Filed statement that prices for Navy specification welders would be same as prices for regular commercial users.

COMPANY #10 CLASS A

October 30,1933.....Effective October 30,1933.
Original filing covering
(a) Transportation - f.o.b. factory, freight allowed.
(b) Terms - net 30 days, no cash discount.
(c) Deferred payment plan #9
(d) Demonstration - 30 days.
(e) Rental purchase plan #1.
(f) Prices on optional features and accessories.

November 13, 1933.....Effective November 13, 1933.
Statement that Navy specification welders are priced same as standard welders of similar rating and special features are priced at regular additions.

November 14, 1933.....No Effective Date.

COMPANY #10 - CLASS A (Continued)

Special prices for Navy specification welders reduced from standard price.

February 12, 1934.....Effective February 12, 1934.
To meet Company #19
Educational institutions discount 33-1/3 %.

February 15, 1934.....Effective February 24, 1934.
(a) Rental purchase plan changed from #1 to #2.
(b) Deferred payment plan changed from #9 to #1.
(c) 5 welder prices reduced; 4 welder prices increased.

February 26, 1934.....Effective March 8, 1934.
(a) Delivery policy amplified. Company will prepay transportation within the U.S. provided they select (1) point of shipment, (2) method of transportation, (3) routing of shipment. Store door delivery, when included by carrier, will be passed on to purchaser without charge.
(b) Statement that prices on welding or special equipment as Navy, Federal, State and Municipal bids are same as regular industrial prices.
(c) Special price sheet filed for optional features and accessories.
(d) Filed new price sheet, reducing 15 welders, increasing 3 welders.

March 13, 1934..... Effective March 22, 1934.
Filing bringing printed sheet up-to-date. No change in prices.

September 13, 1934.....Effective September 24,1934
New Price sheet revising 15 prices downward, 12 prices upward.

October 23,1934.....Effective October 23,1934.
To Meet Company #8.
General price revision, reducing 29 items.

November 26, 1934.....Effective November 26, 1934.
Authorized by Supervisory Agency.
(a) Filed technical data on welding apparatus.
(b) Filed information on Navy, Federal, State and Municipal bids.
(c) Filed prices on electrodes, protective material and cables.
(d) Filed prices on combination engine and electric driven welders.

January 25, 1935.....Effective February 4,1935.
Revised prices downward on 2 gasoline engine driven welders to meet Company #6. (Evidently error in meeting Company #6 who filed only for Government orders.)

March 25, 1935.....Effective April 4, 1935.
(a) Filed prices on two special welders.

March 25, 1935.....Effective March 25, 1935.
Authorized by Supervisory Agency
Statement that present filed prices are effective on Navy specifications.

March 28, 1935.....No Effective Date.
Authorized by Supervisory Agency
Sheet covering technical information.

April 29, 1935.....Effective May 9, 1935.
Prices revised downward on two special welders filed under date of March 25.

COMPANY #10 - CLASS A (Continued)

May 8, 1935.....Effective May 13, 1935.
To meet Company # 13.
Prices on additional extra equipment.

COMPANY #11 - CLASS B

October 1, 1934.....Effective October 11, 1934.
Original filing covering
(a) Prices
(b) Terms - net 30 days.
(c) Transportation - f.o.b. factory.
November 26, 1934.....Effective November 26, 1934.
To meet Company #6.
(a) Revised prices, 22 revised downward, 2 revised upward.
(b) Filed technical information and prices for accessories.
(c) Terms revised from 30 days net to 1% cash, 10 days, net 30.
(d) Transportation revised from f.o.b. factory to f.o.b. factory, full freight allowed.
(e) Discounts-
(1) educational institutions 33-1/3%.
(2) users single quantity order for 10 or more welders - 10% off.
(f) Rental plan #3.

COMPANY #12 - CLASS C

April 30, 1934.....Effective May 10, 1934.
Original filing - Filed price on only one welder, which is all they manufactured.
(a) Terms - 30 days net.
(b) Transportation - f.o.b. factory.
(c) Deferred payment plan #4.
March 4, 1935.....Effective March 14, 1935.
Filed prices on 2 new welders.

COMPANY #13 - CLASS B

October 31, 1933.....Effective October 31, 1933.
Original filing covering
(a) Prices.
(b) Specifications.
(c) Transportation - f.o.b. factory, freight allowed.
December 12, 1933..... No Effective Date.
(a) Terms - 30 days net, no cash discount.
(b) Deferred payment plan #1.
(c) Rental purchase plan #2.
(d) Demonstration - 30 day limit, one machine of given rating at a time.
(e) Transportation - freight allowed.
(f) Discounts - educational institutions 33-1/3%.
January 15, 1934.....Effective January 25, 1934.
Reduced prices 3 gasoline engine driven welders.
January 24, 1934.....Effective February 3, 1934.
Added 2 additional size welders.

COMPANY #13 - CLASS B (Continued)

April 15, 1934.....Effective April 23, 1934.
Prices revised gasoline engine driven welders, 3 reduced, 5 unchanged, 6 increased.

May 25, 1934.....Effective June 2, 1934.
Price sheet changed and simplified; prices unchanged.

September 26, 1934.....Effective September 27, 1934
To Meet Company $6 and $19.

(a) Statement that on single operator welding sets prices would be reduced to those filed by Company #6, effective September 27, 1934.

(b) Statement that on two-operator welding sets prices would be reduced to those filed by Company #19, effective September 27,1934.

October 4, 1934.....Effective October 4, 1934.
Authorized by Supervisory Agency.
Revised prices on single operator and two-operator sets.
Revised 7 prices upward.

November 30,1934.....Effective December 10, 1934.
Statement regarding design and construction data.

February 7, 1935.....Effective February 17,1935.
Reduced prices on 2 single operator welders.

May 2, 1935.....Effective May 13, 1935.
Filed technical data and prices for extra equipment.

COMPANY # 14 - CLASS B

January 29, 1934.....Effective January 29,1934.
Original filing covering

(a) Prices.
(b) Terms - 2% cash, 30 days net.
(c) Deferred payment plan #5.
(d) Transportation - f.o.b. factory.
(e) Rental plan #4.

May 28, 1934.....Effective June 7, 1934.
Prices added for accessories.

December 1, 1934.....Effective December 11,1934.
Prices added for coupling-drive welders.

April 1, 1935.....Effective April 11,1935.
Prices filed remote control equipment for Navy.

COMPANY #15 - CLASS A

October 30, 1933 ..... Effective October 30, 1933
Original Filing Covering.

(a) Prices.
(b) Terms - 30 days net.
(c) Accessories and extra equipment.
(d) Rental purchase plan #1.

January 24, 1934 ..... Effective February 3, 1934.
Filed prices on 11 new welders.

February 28, 1934 ..... Effective March 10, 1934.
(a) Filed new sheet reducing 4 prices, increasing one price.
(b) Transportation - f.o.b. point of shipment, freight allowed.
(c) Deferred payment plan #1.
(d) Rental purchase plan changed from #1 to #2.
(e) Discounts - educational institutions 33-1/3%.
(Filed prices on additional optional equipment.

October 2, 1934 ..... Effective October 13, 1934.
New price sheet reducing 15 prices, adding several new items.

November 26, 1934 ..... Effective November 26, 1934.
Authorized by Supervisory Agency
Filed technical information, prices on optional equipment.

December 3, 1934 ..... Effective December 13, 1934.
Filed prices on accessories and supplies.

December 10, 1934 ..... Effective December 20, 1934.
Additional technical information and prices on optional equipment.

January 28, 1935..... Effective February 7, 1935.
Reduced prices on two gasoline engine welders to meet Company #6 prices effective January 5, 1935.

April 4, 1935 ..... Effective April 15, 1935.
(a) Statement that prices on Navy specification welders shall be the same as corresponding ratings of standard types.
(b) On any public bids, any bid made within 7 days prior to the opening shall be effective for 60 days after date of opening, irrespective of subsequent filed prices.

May 6, 1935 ..... Effective May 16, 1935.
(a) New price sheet reducing five prices, increasing six prices, adding new items.
(b) Statement that any equipment regularly furnished by competitor as standard equipment will be furnished at no extra cost.

COMPANY #16 - CLASS A

October 30, 1933 ..... Effective October 30, 1933.
Original Filing Covering.

(a) Prices.
(b) Transportation - f.o.b. factory, freight allowed.

COMPANY #16 - CLASS A (Continued)

(c) Consignments - maximum 30 days.
(d) Rental purchase plan #1.
(e) Navy specifications.
(f) Technical information.
(g) Prices for optional additional items.

November 13, 1933 ..... Effective November 13, 1933
(a) Statement that on Navy, Federal, State and Municipal bids, prices will be the same as Company #6 October 30, 1933.

December 6, 1933 ..... No effective date.
Statement removing "Federal, State and Municipal", from statement made in filing of November 11, 1933. Filing now applies to Navy bids only.

December 20, 1933 ..... Effective December 30, 1933.
(a) Reduced price on one gasoline engine driven welder when sold to Municipalities.

January 12, 1934 ..... Effective January 22, 1934.
Price increased on one gasoline engine driven welder filed above on December 20; also made to include Federal and State, as well as Municipal bids.

January 19, 1934 ..... Effective January 31, 1934.
Statement cancelling filings of December 30, 1933 and January 22, 1934. Prices now revert to original filing October 30, 1933.

January 24, 1934 ..... Effective January 25, 1934.
Statement that prices will be the same as those filed by Company #6 effective January 25, 1934.

January 29, 1934.....Effective February 1, 1934.
Meeting Company #6 & Company #19.
Prices and technical data filed for multiple operator arc welders.

February 15, 1934 ..... Effective February 25, 1934.
(a) Filed price sheet incorporating prices indicated in statement filed January 24, 1934.
(b) Filed deferred payment plan #1.
(c) Changed rental purchase plan from #1 to #2.
(d) Added to demonstration plan, "All trials are limited to one machine of given rating at a time".

May 3, 1934 .....Effective May 14, 1934.
Amplified delivery policy to include store door delivery where requested in bid. In such cases local trucking rate or delivery charge will be added.

August 10, 1934 ..... Effective August 20, 1934.
Filed prices for additional equipment for gasoline engine welders.

September 27, 1934 ..... Effective September 27, 1934.
Reduced prices to meet Company #6, filing effective September 27, 1934, reducing 7 prices.

October 2, 1934 ..... Effective October 13, 1934.
Filed special lower price for one gasoline engine driven welder as a discontinued item.

October 23, 1934..... Effective November 2, 1934.
Filed statement covering shipment made on Govern-

COMPANY #16 - CLASS A (Continued)

ment bill of lading, allowing Government to deduct a sum equal to the regular freight rate for any commercial buyer.

October 29, 1934 ..... Effective November 2, 1934.
Authorized by Supervisory Agency.
Statement that on U.S. Government bids filed prices will apply to nearest standard gauge railway freight station within the bounds of the states of continental U.S.

November 15, 1934 ..... Effective November 26, 1934.
(a) Statement that where items or features are regularly furnished by a competitor as standard equipment, these will be furnished at no extra charge.
(b) Revised prices upward on 10 welders.
(c) Specification sheet and prices for special accessories.

November 16, 1934 ..... Effective November 26, 1934.
Statement that prices in formal bids made within 7 days prior to date of opening will hold for 60 days, irrespective of price changes.

November 28, 1934..... Effective December 8, 1934.
One gasoline engine driven arc welder reduced to meet Company #19 effective September 27.

November 30, 1934 ..... Effective December 10, 1934.
Revised 15 welder prices downward.

December 20, 1934 ..... Effective December 20, 1934.
Authorized by Supervisory Agency.
Statement that accessories on public bids shall be at the price filed for any regular commercial user.

January 21, 1935..... Effective January 31, 1935.
Cancelled filing of November 28, 1934.

March 1, 1935 ..... Effective March 5, 1935.
Special prices for individual accessories filed to meet Company #2 prices effective March 5th.

March 25, 1935 ..... Effective March 25, 1935.
Authorized by Supervisory Agency.
Prices filed for automatic remote control features for Navy specification welders.

March 27, 1935 ..... Effective April 10, 1935. Date requested by filing company.
Prices for additional or special features on U.S. Navy specification bids.

May 11, 1935 ..... Effective May 13, 1935.
Prices on auxiliary power generators to meet filing by Company #6 and Company #10, effective May 13.

COMPANY #17 - CLASS A

October 29, 1933 ..... Effective October 30, 1933.
Original Filing - Prices only.

November 13, 1933 ..... No effective date assigned.
(a) Revised 3 prices downward.
(b) Terms - 2% 10 days, 30 days net.

COMPANY #17 - CLASS A (Continued)

December 14, 1933 ..... No effective date assigned.
Filed prices - Navy specification welders.

March 21, 1934 ..... Effective March 21, 1934. Authorized by Supervisory Agency.
Filed statement that prices are filed for regular commercial buyers will apply on Federal, State or Municipal Government bids.

March 24, 1934 ..... Effective March 27, 1934. To meet Co. #10.
Filed new price sheet reducing 5 welder prices, increasing 4 welder prices.

December 18, 1934 ..... Effective December 28, 1934.
(a) Reduced prices on 11 welders, increased price on 1.
(b) Filed prices for accessories, both standard and non-standard.
(c) Filed technical data on motor generator sets.
(d) Changed terms from 2% 10 days to net cash 30 days.
(e) Filed deferred payment plan #1.
(f) Discount to educational institutions - 33-1/3%.
(g) Transportation - f.o.b. factory, freight allowed.
(h) Filed rental purchase plan #2.
(i) Statement that prices on Navy specification welders shall be the same as corresponding ratings of standard types.

March 22, 1935 ..... Effective March 25, 1935. Authorized by Supervisory Agency.
Filed prices for remote control equipment.

May 21, 1935 ..... Effective May 31, 1935.
(a) Filed statement that where any parts or features are regularly furnished by any competitor as standard equipment, such items will be furnished at no extra charge.
(b) Statement that where bids request "Quotations f.o.b. shipment point " or "shipment Government bill of lading", allowance will be made on the basis of transportation at current freight rates.

May 21, 1935 ..... Effective May 31, 1935.
Filed prices for additional optional equipment.

COMPANY #18 - CLASS C

January 29, 1934 ..... Effective February 14, 1934.(Short) Original filing covering.
(a) Prices.
(b) Terms - No cash discount.
(c) Deferred payment plan #1A.
(d) Rental Plan #4.

March 31, 1934 ..... Effective April 10, 1934.
Filed additional prices - welding sets and extra equipment.

January 28, 1935 ..... Effective February 7, 1935.
Filed additional prices - gasoline engine driven units.

COMPANY #19 - CLASS A

October 31, 1933 ..... Effective October 31, 1933.
Original filing covering
(a) Prices.
(b) Transportation - F.O.B. factory, freight allowed.
(c) Demonstration - Subject to approval of Division Manager.
(d) Rental purchase plan #1.
(e) Technical information and prices additional optional equipment.

November 13, 1933.....Effective November 13, 1933.
Prices on Navy specification welders.

January 19, 1934 ..... Effective February 1, 1934.
(a) Prices for multiple operator welding sets with additional prices for special assemblies.
(b) 16 welder prices revised upward, 2 revised downward, 17 items added.

February 1, 1934 ..... Effective February 12, 1934.
(a) Terms - net 30 days.
(b) Deferred payment plan #1
(c) Rental purchase plan changed from #1 to #2.
(d) Discounts to educational institutions 33-1/3%.
(e) Navy specification welders, also bids on Federal, State, County and Municipal Government same as prices on corresponding ratings of standard types.
(f) Demonstrations - limit 30 days, one machine of a given rating at a time.
(g) Revised prices single operator, 4 revised downward, one revised upward.
(h) Gasoline engine driven, 1 revised downward.

September 21, 1934 ..... Effective September 27, 1934.
Meeting Company #6.
Revised prices - single operator - 10 revised downward.
Two operator - 9 revised downward.
Gas engine - 4 revised downward.

November 24, 1934 ..... Effective November 24, 1934.
Authorized by Supervisory Agency.
(a) Statement that where any item or feature is regularly furnished by any competitor as standard equipment, such item or feature will be furnished at no extra charge.
(b) Filed general technical data and prices for optional extras.
(c) Prices on special accessory sets.

November 24, 1934 ..... Effective November 26, 1934.
Reduced prices to meet Company #6.
(a) Five single operator prices reduced.

December 21, 1934 ..... Effective December 31, 1934.
Filed price sheet incorporating change in technical information only.

March 23, 1935 ..... Effective March 25, 1935.
Statement that on Navy specifications calling for optional features prices will be the same as those applicable to regular standard equipment buyers.

COMPANY #19-CLASS A (Continued)

March 23, 1935 ..... Effective April 2, 1935
To meet Co. #4 & others
Reduced prices - 2 gas engin driven welders.
May 4, 1935..... May 14, 1935.
(a) Reduced prices - 4 single operator welders to meet Company #6 and Company #5, January 7, 1935.
(b) Reduced prices on individual items welding accessories.

COMPANY #20 - CLASS A

October 29, 1933 ..... Effective October 30, 1933.
Original filing covering
(a) Prices for welders.
(b) Prices for accessories.
(c) Tentative Navy specifications.
November 13, 1933.....No effective date assigned.
Prices on U. S. Navy Specification welders.
December 11, 1933 ..... No effective date assigned.
Increased price, 1 Navy specification welder.
February 2, 1934 ..... Effective February 12, 1934.
(a) Revised prices - single operator welders - 32 items upward; added 4 new items.
(b) Filed prices for combination welding outlet panels and reactors, including additional equipment.
March 6, 1934 ..... Effective March 16, 1934.
To meet Company #10 - 2-24-34.
(a) Revised prices - single operator sets - 2 downward, 1 upward.
(b) Filed prices for extras and accessories.
(c) Transportation - delivered to customer nearest freight station.
(d) Terms - 30 days net, no cash discount.
(e) Deferred payment plan #1.
(f) Rental purchase plan #2.
(g) Discount to educational institutions 33-1/3%.
(h) Demonstration limited to 30 days, one machine of a given rating at one time.
March 21, 1934 ..... Effective March 21, 1934.
Authorized by Supervisory Agency.
Statement cancelling Navy specification prices and substituting regular standard prices.
April 19, 1934..... Effective April 30, 1934.
Filed prices for additional running gear.
June 22, 1934 ..... Effective July 2, 1934.
Revised prices - direct current single operator welders, 1 downward, 2 upward.
June 29, 1934 ..... Effective July 9, 1934.
Prices on running gear or gasoline engine driven welders.
September 22, 1934 ..... Effective September 24, 1934.
Will meet prices filed by Co. #10 in such cases where prices are lower.
September 25, 1934 ..... Effective September 27, 1934.

COMPANY #20 - CLASS A (Continued)

Filed price revision incorporating changes mentioned in September 22 filing; 23 prices revised downward, 1 revised upward; to meet Co. #6.

November 1, 1934..... Effective November 2, 1934. To meet Company #6, effective November 2, 1934.
Statement that transportation policy previously filed will apply on all U.S. Government bids.

November 2, 1934 ..... Effective November 2, 1934. To meet Company #6, effective November 2, 1934.
Statement that on shipments made on Government bill of lading will allow freight deduction equal to that allowed any regular commercial buyer.

November 28, 1934 ..... Effective December 8, 1934.
(a) Revised prices - single operator sets - 5 downward, 2 upward.
(b) Filed prices for extras.
(c) Technical data on single and double operator sets, also prices for additional equipment.
(d) Statement that items regularly supplied by other manufacturers as standard equipment will be furnished at no extra cost.

December 18, 1934 ..... Effective December 18, 1934.
Statement clarifying charges for standard and optional equipment of December 8, 1934. Authorized by Supervisory Agency.

December 26, 1934 ..... Effective January 5, 1935.
Filed price for a shaft extension.

January 30, 1935 ..... Effective February 4, 1935.
Reduced prices 2 gasoline engine welders to meet Company #6.

February 11, 1935 ..... Effective February 21, 1935.
Filed prices on auxiliary generators for gasoline engine welders.

March 25, 1935 ..... Effective March 25, 1935.
Authorized by Supervisory Agency.
(a) Filed prices on automatic remote control.
(b) Statement that on public bids on Navy specifications, prices are the same as corresponding ratings of standard types.
(c) Prices in formal bids made within 7 days of the opening will hold for 60 days, irrespective of any subsequent revisions.

March 26, 1935..... Effective April 5, 1935.
Statement that synchronous motors may be supplied at customer's option at same prices filed for induction drive motors.

APPENDIX A, PART 7
DRY BATTERIES

Chronological Record of Price
Filings by Companies

COMPANY #1

December 7, 1933.....Effective December 7, 1933.

Original filing includes prices on a full line of flashlight cases and 2 Flashlight unit cells.

Flashlight Cases.

List Price. Quoted

Dealer. Quotes net price average 42% off list on Chromium plated line and 29% off list on the Nickel Plated line.

Distributor. Quotes net price average 53% off list on Chromium plated line and 44% off list on the Nickel Plated line.

Dept. Store. Quotes net price average 53% off list on Chromium plated line and 44% off list Nickel Plated Line.

Chain Store. Quotes same as department store on regular line, Chromium and Nickel plated. Adds quotations on 22 other cases.

Mail Order. Quotes same as to chain stores.

Govts. Quotes net price averages 59% off list on Black metal and averages 55% off list on Nickel plated line.

Terms. 2%, 10 prox. net 30.

Prices subject to not more than 10% discount.

Flashlight batteries.

Distributors. Quotes price to this customer on regular and baby size unit cells.

Equipment Mfrs. Quotes price to this customer on regular and baby size unit cells.

Chain Stores. Quotes net price 10% less than Distributor.

Discounts. All customers quoted up to 10% in consideration of quantity, quality or cost of selling or transportation and 5% on quantities of 500 or more of a number and to large purchasers.

Delivery. All customers quoted 5% service charge for broken package and on orders for less than 100 flashlights. Freight allowed on orders of over 100 lbs. Less 100 lbs. FOB one eastern city.

Terms. To all customers except government, 2%, 10th prox. Net 30.

COMPANY #1

April 9, 1934.....Effective April 13, 1934.

Second Filing changes prices on flashlight cases only, no filing on flashlight cells.

Flashlight Cases.

Quotes to Dealers and Department Stores raising price on Chromium plated line 5% and adds quotations on 2 cases and on 3 of 14 special cases. Increases an average 7%.

Chain Store and Mail Order Houses.
Increases price on Chromium plated line 5% and on 14 special cases an average of 9%.

Discounts. To all customers quoted:
5% on 500 or more of one item.
5% on 2,000 assorted flashlights one order.
5% to accounts purchasing $10,000 annually.
Only one 5% discount allowed one account or order.

Delivery. 10% service charge for broken package.
10% " " " less than 120 flashlights.

April 28, 1934.....Effective May 1, 1934.

Third Filing corrects prices on one flashlight case and adds new delivery condition as follows:
Flashlight Cases.
Dealer and Department Store. Reduces price on one 2-cell regular Bullseye Lacquered Zinc 7%.
Delivery. All customers quoted 10% service charge for less than 120 flashlights or 48 lanterns.

June 1, 1934.....Effective June 11, 1934.

Fourth filing makes corrections and changes in second filing.
Flashlight Cases.
Dealer and Dept. Store. Reduces net price one 3-cell black searchlight 5%.
Government. Reduces price of 3 cell miner 17% in East and 14% in West.
Discounts. To all customers quoted 5% on 1,000 assorted flashlights, 5% to accounts purchasing $5,000 annually.
Delivery Adds one FOB shipping point also in East.

June 25, 1934.....Effective June 25, 1934.
Fifth filing withdraws filing on flashlights effective April 13, 1934 and filing effective June 11, 1934.

COMPANY #4

November 27, 1933.....Effective November 23, 1933.

This filing quotes a price on a full line of flashlight assortments deals, flashlight batteries, radio batteries, #6 Dry Cells & Multiple dry batteries. The filing includes prices on special brand batteries, besides the regular line of batteries. The prices quoted to all customer classifications, are not prices to that particular customer.

The freight conditions on flashlight cases to distributors includes a 10% service charge for orders of less than standard package quantities, and an allowance of freight on 100# shipments or over.

The freight conditions on flashlight batteries to distributors, carry a 10% service charge for orders of less than standard package quantities, and freight is allowed on shipments of 100# or over. These freight conditions apply to all customer classifications.

The same freight conditions apply to shipments of radio batteries, except that a 2% discount is allowed on carload shipments.

Shipments to chain stores on #6 dry cells and multiple batteries are F.O.B. point of shipment and to toy manufacturers on flashlight batteries are F.O.B. Hoboken, freight allowed on 100# or over.

No terms of payment are quoted to any customer classification.

On #6 Dry Cells and Multiple Batteries a 5% discount is allowed on the prices shown to the distributors.

On the general line of flashlight cases, the distributor is entitled to a 7½% discount on prices quoted to them; department stores and chain stores receive a 15% discount from dealers prices; industrial users and governments are charged 5% above the distributors net prices quoted.

On Flashlight Batteries, the distributor is entitled to a 2½% discount from the prices quoted; and the industrials are entitled to 1/2¢ credit per cell on prices quoted.

Department Stores and chain stores get a 15% discount from the dealers prices shown.

January 29, 1934.....Effective February 8, 1934

This filing supersedes and cancels the previous filing for this company.

The filing generally reserves the right to allow a discount not exceeding 10% from the prices shown, in consideration of the quantity, quality, or in cost of selling or transportation.

COMPANY #4

Flashlight Cases & Assortments

Delivery - Changes shipping point to one city in East, one in mid-west, one in West, and one on Pacific Coast. Ships F.O.B. these cities.
Terms appear for the first time. 2% 10th Prox. net 30.
Distributors - adds 2½% discount to Key Distributor from distributor's net
Reduces price 1 pentype case 10%
" " 1 candlelight case 25%
Department Store: quotes net prices to this classification for first time, average 45% from list
Industrial quotes net prices to this classification for first time about 48% off list price.
Government quotes net price to this classification for first time about 48% off list price.
Chain Store - Delivery adds 2 F.O.B. points of shipment, one mid-west, other on Pacific Coast.

Flashlight Batteries

Delivery - adds 3 new F.O.B. points of shipment, one in mid-west, one in west and one on Pacific Coast.
Dealer -
Distributors - omits discount of 2½% and substitutes a discount to key distributors of 2½% from distributors prices. On private label brands, prices are reduced 10% in the East and quotes a price to Pacific Coast for first time.
Department Store - Quotes net prices instead of 15% discount from dealers' prices.
Chain Store - Quotes net prices instead of 15% discount from dealers' prices, quotes this customer on special label only and not on regular line. Adds a quotation on special label batteries for Pacific Coast. Delivery allows a discount of 2% on special label carload quantities.
Mail Order - reduces private label brands average 6%
Delivery allows a discount of 2% on carload quantities
Private label brands.
Toy Manufacturers - Changes annual quantities on which prices are quoted to less than 500,000; 500,000 to 1,000,000; One Million to 3 Million and over; Three Million increases prices on private and special label brands 10%

#6 Dry Cells

Delivery - Adds 3 new shipping points in mid-west, West and Pacific Coast. 2½% added to key distributors.
Terms - appear for 1st filing - 2% 10th prox. net 30.
List - Adds quotation on one new item to dealer, department store, industrials, and government. Previous filing only quoted to distributor.
Reduces price of special label brands in East and on Pacific Coast on three items, average.....20%

COMPANY #4

Dealer - Increase price on regular brand, four items, average...3%
" " " special label multiplier "
Adds quotation to one new item in East and on Pacific Coast, four cell, single, average.....5%
Reduces net price on special label in East and on Pacific Coast, three items, average.....17%

Distributor - Increases price on regular brand on Pacific Coast, average.....3%
" " " speciat Label multiple,3 items, average.....5%
" " " special label multiple,1 item average.....8%
" " " telephone cells.....average 3%
Reduces net price on special label, single 3 items " 18%
" private label single in East, 1 item..... " 10%
" " " " on Pacific Coast, 1 item" 8%

Department Store - Increases price on regular brand in Pacific Coast, 3 items, average.....4%
Adds quotation on one new item in the East and on Pacific Coast, 4 cell, single.....
Adds quotation on special label single cells

Industrial - Increases price on regular brand on Pacific Coast, 3 items, average.....1%
Increases price on regular brand in East, 1 item,average....1%
Adds quotation on one new item in East and on Pacific Coast, 4-cell multiple.....average 6%
Adds quotation on telephone cells per 100, 7% higher distributor

Government - Increases price on regular brand on Pacific Coast, 3 items, average.....1%
Increases price on regular brand in East, 1 item,average 3%
Adds quotation on one new item in East and on Pacific Coast, 4 cell, single

Telephone Company - Increases to Pacific Coast, 5 to 10 M, 2 items, average.....1%
Increases to Pacific Coast, 10 to 25 M, 2 items,average 5%
Adds new quotation on 25 M or more which is 5% lower than 10 to 25 M price on both East and Pacific Coast prices.
Delivery: Adds 2% C.L., 2½% to Key Distributors
Points of shipment, one in East, one in mid-west, one in West, and one in Pacific Coast.
Terms - Appear for first time, 2% 10th Prox. net 30.

Chains - Reduces net prices on special and private label brands in East and on Pacific Coast on single, 1 item, average 4%

COMPANY #4

Equipment Manufacturers - files first quotation to this customer on regular special labels and private labels, quotes net, in East, average.....47% off list
on Pacific Coast, average.....51% " "
Delivery - F.O.B. destination in 100# or more
Terms - 2% 10th Prox. net 30.

Mail Order - Files first quotation on one single and one multiple cell, on private labels - same price as to distributor. - one single cell - 3% lower than to distributor on multiple.

Delivery - Freight allowed on 100# in East, shipping point
Terms 2% 10th Prox. net 30.

Radio Batteries

Regular line.
Delivery - Adds 3 new shipping points, mid-west, west and Pacific coast for F.O.B. shipments.
Adds 2½% discount to Key Distributors, and excludes this discount on special label brands.
Adds 2½% discount to Key Distributors not on special label
Adds terms first time 2% 10th Prox. net 30

List Price - Increase on portable type "B" Battery 12½%
Increases list price on 22½V"B" and "C" Batteries.
5 items, about 5%; Police and auto Battery "B", 1 item 12%

Dealer - Increase heavy duty "B" Battery, 3 items, average.....8%
" 22½V"B" & "C" Battery, 5 " " 11%
" Police & Auto Rad. Batteries, 1 item 18%

Distributor - reduces net price to Distributor on regular heavy duty "B" Battery, 2 items, average.....12½%
Increases 22½V "B" & "C" Radio Batteries, 5 items, average 7%
Increases on one 7½V, "C" Battery..... " 5%
Increased Police & Auto Batteries, 1 item, average.....3%
Special Label, list price, reduces on 2 items, "B" & "C" Batteries 12%
Distributor reduces on heavy duty "B", average..... 4%

Chains - reduces heavy duty "B" 2 items, average 10% quotes 100 lots adds quote Pacific Coast
Delivery adds 2% C.L. Chain warehouse cities; Auto Chain, freight allowed 100# F.O.B. 4 shipping points.
Private Label -
Distributor - first filing quotes price on Radio "B" & "C" batteries, 4 items which average 10% lower in price than price on regular items of same type. Quotes net price in lots of 100
Delivery conditions on these batteries 2% C.L. and freight allowed on 100#, F.O.B. four shipping points.
Terms 2% 10th net 30

COMPANY #4

Mail Order - First quotation to this customer quotes on five items which appear to be same as regular line items, discount to this customer for regular line list price average 60%.

Delivery - Freight allowed on C.L. lots, F.O.B. 1 shipping point. Terms 2% net 30.

#6 Dry Cells

Delivery - Adds 3 new shipping points in mid-west, west and on Pacific Coast. 2½% discount to key distributors.
Terms appear for first filing, 2% 10th Prox, net 30.

List - Adds quotation to 1 new item to Dealer, Department Store, Industrial & Government, previous filing only quoted to distributors.
Reduces private and special label in East and on Pacific Coast; on 3 items, average 20%-
Dealer - increases price, regular 4 items, average ..... 3%+
Increases price, special label multiple, 4 items, average 5%+
Adds quotation, new item, East and on Pacific Coast, 4 items, single
Reduces dealer's net, special label, in East and on Pacific Coast, three items 17%
Distributor - Increases price, regular, 3 items, average 3%
Increases price, special label, Multiple, 3 items, single average ... 5%
" " " " 1 item, single average ... 8%
" " Telephone cells 1 item, single average ... 3%
Reduces net, special label, single, 3 items, average 18%
Reduces private label, single, East, 1 item, average ... 10%
Reduces private label, single, Pacific Coast, 1 item average 8%
Department Store - Increases price, regular, Pacific Coast, 3 items 4%
Adds quotation, one new item, East & Pacific Coast, 4 items single.
Adds quotation on special label, single cells.
Industrial - Increases price on Pacific Coast, regular 3 items, single 1%
Increases price in East, regular, 1 item, single
Adds quotation; 1 new item, East & on Pacific Coast, 4 items, multiple.... 6%
Adds quotation on Telephone cells per 100, 7% higher than Distributors price.
Government increases price on Pacific Coast, Telephone cells, 3 items, 7% higher than Distributor 1%
Government increases price in East on Telephone cells, 1 item, 7% higher than Distributor 3%
Adds quotation one new item, East & on Pacific Coast, 4 items, single

COMPANY #4

Telephone Company increases on Pacific Coast 5 to 10M, 2 items, average..... 1%
Ditto, 10 to 25M, two items, average..... 5%
Adds new quotation on 25M or more which is 5% lower than 10 to 25M price on both East and Pacific Coast prices
Delivery adds 2% C.L. 2½% to Key Unit enumerates points of shipment one in East, one mid-west, one West and one on Pacific Coast

Terms appear for 1st time 2% 10th Prox. net 30.
Chains - reduces net special & private label, single, 1 item, East and on Pacific Coast..... 4%
Equipment Manufacturers - files first quotation, this customer on regular, special label and private label, quotes net average 47% off list in East, and 51% off list on Pacific Coast

Delivery F.O.B. destination in 100# or more
Terms 2% 10th Prox. net 30
Mail Order - files first quotation, 1 single and one multiple cell, private label same price as to Distributor; one single cell and 3% lower than Distributor on multiple. Delivery - freight allowed on C.L., F.O.B. East. Shipping point 2% C.L.
Terms 2% 10th Prox. net 30.

February 9, 1934.....Effective February 9, 1934

Withdraws 10% special discount on prices filed in consideration of quantity, quality, or in cost of selling or transportation.

March 1, 1934.....Effective March 6, 1934

Flashlight Batteries

Governments - receives right to allow this customer classification a 20% discount from prices filed and changes terms to government to 2% - 10, 2% - 20, and 2% 10th Prox. Delivery conditions changed to F.O.B. destination.

Filing made to meet filing of Company #3 effective March 6, 1934 and Company #11 recently filed prices (Company #11 does not appear to have filed any such terms to governments)

March 30, 1934.....Effective April 2, 1934

On all four items manufactured by this company a 5% discount allowed to members of Druggist Supply Corporation. Adds one new flashlight assortment.
Filing supersedes and cancels all previous filings.

COMPANY #4

Flashlight Cases & Assortments

On loose cases, as supplied with assortments, 10% reduction in net price to dealer, department store, and distributor, and 5% increase to chain store on nickel plated line. Increase in price 4% to department stores, distributor, industrial and government, on one pen type case.

Flashlight Batteries

Department store increases price on all items, average..... 2%
Distributor reduces price on industrial type batteries, 6 items, average..... 5%
Industrial, reduces price on almost every item, average..... 20%
Government " " " " " " " 20%

Delivery - allows a discount of 2% on carload quantities.

#6 Dry Cell & Multiple Batteries

List price - reduces 19% on 2 items #6 cells
" " 5% on 1 item #4 cell multiple
Dealer - " 23% on 2 items #6 cells East
Increases 5% on 1 " #6 cells, Pacific Coast
" 3% on 2 " special label multiple
reduces 5% on 1 " " "
" 5% on 2 " " " #6 East and on Pacific Coast

Department Store - reduces 25% on 2 items #6 Cells
Increases 5% on 1 item #6 Cells on Pacific Coast
Reduces 10% on 1 item, special label multiple
" 3% on 2 items, " " single, East & on Pacific Coast

Distributor - reduces 23% on 2 items #6 cells
Increases 5% on 1 item #6 cells on Pacific Coast
Reduces 10% on 1 item, special label, multiple
Increases 6% on 1 item, special label, on Pacific Coast
Reduces 8% in East on Telephone cells
" 7% on Pacific Coast on Telephone cells
" 5% 2 items, special label, single, East & on Pacific Coast
" 3% 3 items, private label, in East
" 4% 3 " " " on Pacific Coast

Industrial - Increases 10% one item, East #6 cells
" 1% " " Pacific Coast, #6 cells
reduces 10% one item, special label, multiple
" 5% East on Telephone cells
" 4% on Pacific Coast on Telephone cells.

Government - Increases 10% one item No. 6 cells
reduces 5% 3 items special label, multiple

COMPANY #4

quotes a price for first time on Telephone cells.
Telephone Company - reduces Eastern and Pacific Coast prices about 3%

Chain Store reduces 4%, 2 items, in East, special label
" 10% 2 items, on Pacific Coast, special label
For store door delivery increases price from 20¢ per hundred to 25¢ per 100 cells
Equipment Manufacturers reduces 20% 2 items #6 cells in East
Reduces 15% two items #6 cells on Pacific Coast
" 10% special & private label in East
" 5% " " " " on Pacific Coast
Mail Order, reduces 7% one item, private label, #6 cell in East
adds on Pacific Coast quotation for first time
reduces 1% 1 item private label multiple in East and
adds Pacific Coast quotation for first time.

Radio Batteries

List Price - Reduces on regular and heavy duty 27%
" " 1 - 22½ V "B" & "C" ... 20%
Increases 1 - 22½ "B" 16%
Reduces on 1 Police & Auto 10%
Dealer - Reduces on 3 regular & heavy duty 23%
Increases 4 22½ V "B" & "C" 4%
Reduces on 1 " " " " 12%
Increases 2, 4½ & 7½ V "C" 4%
Reduces on 1 Police & Auto 10%
Increases 1 " " " 3%
Reduces on 2 regular & heavy duty, special label 12%
Department Store - reduces on regular & heavy duty..... 22%
Increases on 4, 22½ V "B" & "C"..... 7%
Reduces on 1 " " " " 10%
Increases on 2, 4½ & 7½ V "C"..... 5%

Does not quote on this filing on Police & Auto Radio Battery

Reduces 2 regular & heavy duty, special label 16%

Distributor - Reduces on Regular & Heavy duty..... 19%
Increases on 3, 22½ V "B" & "C"..... 13%
Reduces on 1, 22½ V "B" & "C"..... 8%
Increases on 2 - 4½ & 7½ V "C"..... 8%
Reduces on Police Car type..... 6%
Increases on Auto Radio..... 7%
Reduces on 2 regular & heavy duty special label 9%
" " 2 " " " " private label 9%

Industrial - Reduces on regular & heavy duty..... 19%
Increases on 3 - 22½ V "B" & "C"..... 12%
Reduces on 1 - 22½ V "B" & "C"..... 8%
Increases on 2 - 4½ & 7½ V "C"..... 8%
Reduces on Police Car Type..... 6%
Increases on Auto Radio..... 7%

Government - Reduces on regular & heavy duty..... 23%
Increases on 4, 22½V "B" & "C"..... 8%
Reduces on 1, 22½V "B" & "C"..... 8%
Increases on 1, 4½V "B" & "C"..... 7%
Reduces on Police Car Type..... 6%
Increases on Auto Radio..... 7%
Chain Store - Reduction on 2 regular and heavy duty special label 9%

May 1, 1934 ..... Effective May 15, 1934

Filing supersedes and cancels all previous filings. Files on full line.

Flashlight Cases & Assortments

Files prices to distributor on 2 new cases, sells these cases in lots of 500 or over only. Reduces price to distributor on 2 miner type cases, 3 cell..... 7%

Flashlight Batteries

Increase price to Governments on metal tops, wax tops, flat types & Industrial types, 28% and omits allowance of 1/2¢ per cell to Distributor on such orders

List - Increase special label, all batteries..... 6%
Dealer " " " " " " 11%
Department Stores increase special label, all batteries..... 9%
Distributors increase special label, all batteries..... 9%
" private " " " East & on Pacific Coast 17%
Chain Stores - Increases special label & private label, 5 items 17%
" " " " " " (vest pocket type
" " " (penlite type. 9%
Mail Order - Increases private label, regular, 2 items..... 17%
" " " penlite, 1 item 9%

#6 Dry Cells & Multiple Batteries

List - Increases 2 regular items..... 19%
" 1 - 4 cell multiple in East & on Pacific Coast 5%
" 1 Special label in East 28% on Pacific Coast 22%
Dealer - " 2 regular items..... 23%
" 1 - 4 cell multiple in East 5% on Pacific Coast 7%
" 1 Special label in East and on Pacific Coast 15%

Department Store increases 2 regular items..... 25%
increases 1 - 4 cell multiple, East 10%, Pacific Coast 8%
" 1 special label in East 19%, Pacific Coast 15%
Distributor - increases 2 regular items..... 23%
" 1 - 4 cell multiples, East 10%, Pacific Coast 7%
" 1 - 5 cell multiples, East 1%, Pacific Coast 6%
" 3 items, East & West, average....., 10%
Reduces 1-6 cell multiple in East and on Pacific Coast 5%
Increases 1 R.R. Lantern in East & on Pacific Coast 4%

COMPANY #4

Increases Telephone cells in East 5%, on Pacific Coast 4%
" 1 Special label in East & on Pacific Coast 20%
" 1 " " 4 cell in East & on Pacific Coast 5%

Industrial increases 2 regular items..... 22%
" 1 " " East 3% on Pacific Coast... 5%
" 1 - 4 cell multiple, in East 10%, Pacific Coast 7%
" Telephone cells in East 5%, on Pacific Coast 4%

Governments - Increases 2 regular items, in East and on Pacific Coast 28%
Increases 1 regular item, in East 8%, on Pacific Coast 5%
Increases 3,4,5,6 cell Multiple, in East 8%, on Pacific Coast..... 7%
Increases Telephone cells, in East 14%, on Pacific Coast 12%

Telephone Companies Increase Telephone cells, in East..... 4%
Increase Telephone cells on Pacific Coast, (5M to 10M (10M to 25M 3%

Chain Stores - Increases 1 #6 single in East 17%, on Pacific Coast 27%
Increases 1 - 4 cell multiple in East & on Pacific Coast 9%

Toy Manufacturers - Quote price of $3 per 100 for any quantity formerly quoted on 3 classifications of annual quantities, both on regular line and special and private label.
Delivery omits equalization of freight with competing manufacturers' cities and adds freight allowance on 100 lbs. or over, also adds 2% discount on carload quantities.

Equipment Manufacturers - Increases #6 Cell 19% in East, 16% on Pacific Coast
Increases special and private label 16% in East, 9% on " Coast
Increases 4 cell multiple 5% in East & on Pacific Coast
Delivery adds 2% discount in Canal Zone

Mail Order - Increases #6 Cell, 20% in East and 17% on Pacific Coast
" 4 cell multiple 9% in East and on Pacific Coast
Delivery - Allow freight on 100# or over, former filing allowed freight on car load.

Radio Batteries

List - Increases heavy duty, regular line..... 27%
" special label, heavy duty and regular..... 22%

Dealer - Increases heavy duty & regular line..... 24%
" police car..... 10%
" special label & heavy duty & regular..... 18%

Department Stores - Increase heavy duty & regular line..... 22%
Reduce 4½ - 7½V "C" line..... 7%
Increase special label, regular and heavy duty..... 18%

Distributor - Increases heavy duty & regular line..... 18%
Reduces 2, 4½ & 7½v "C"..... 10%
Increases police car battery..... 6%
Increases special label, regular and heavy duty..... 18%
Increases private label, regular & heavy duty in East 18%, Pacific Coast.... 28%

COMPANY #4

Industrial - Increases heavy duty and regular line..... 18%
Increases 22½V "B" & "C" line..... 6%
Reduces 2, 4½V "C"..... 7%
Increases 2 - 4½V "C"..... 5%
Increases police car and auto radio..... 5%
Distributor - Increased heavy duty & regular line..... 18%
Reduces 2, 4½, & 7½ V "C"..... 10%
Increases police car battery..... 6%
" special label, regular & heavy duty..... 18%
" private label, " " " " in East 18%, Pacific Coast..... 28%
Industrial - Increases heavy duty and regular line..... 18%
Increases 22½V "B" & "C" line..... 6%
Reduces 2, 4½V "C"..... 7%
Increases 2 - 4½V "C"..... 5%
Increases police and auto radio batteries..... 5%
Governments - Increases heavy duty & regular line..... 31%
Increases 22½V "B" & "C" line..... 10%
Reduces 1 - 4½V "C" line..... 7%
Increases 2 - 4½V "C"..... 5%
Increases police car 5% auto radio 8%
Chain Store
Increases special label & private label regular & heavy duty, in East 18% on Pacific Coast 28%
Mail Order - Increases private label, regular and heavy duty... 18%

May 16, 1934 ..... Effective May 16, 1934

Withdraws filing of May 1, 1934, effective May 15, 1934 and reestablishes filing effective April 2, 1934.

May 26, 1934 ..... Effective June 1, 1934

Filing supersedes and cancels all prices previously filed, continues 5% special discount to members of Druggist Supply Corporation; omits 2½% discount on all items to Key Distributors.

Flashlight Cases & Assortments

Continues same list price on assortments.

Dealer - reduces prices 5 out of 6 assortments, average 4%
" " 1 " " 6 " " 2%

Department Stores reduce prices on all assortments, average 6%

Distributors - reduce prices 5 out of 6 assortments, average 2%
Increase price on 1 out of 6 assortments, average 1%

Continues same prices on loose cases.

Delivery conditions are the same.

COMPANY #4

Flashlight Batteries

Dealer - reduces all, average..... 7%
Increase special label, all items..... 5%
Department Store - reduce all, average..... 10%
Reduces special label, all items, average..... 9%
Distributor - reduces 16 out of 21 items, average..... 7%
Maintains price on 5 items
Reduces special label, all items..... 9%
" private label, all items..... 9%
Chain Stores - reduce private label, all items, average.... 12%
Adds the same price to Pacific Coast, first filing,
Pacific Coast price on private label items
Mail Order - reduces private label, 2 out of 4 items, continues prices on other two items, quotes Pacific Coast price for first time as to East. 9%
Adds quotations 5 items to this customer under private label.

Toy Manufacturers - Increases Wax top cells, less than 500,000 7½%
over 500,000..... same
" metal top cells, less than 500,000 20%
over 500,000..... 14%
Reduces private label wax top cells, over 500,000..... 8%
less than 500,000 Same
2 prices quoted, less than 500,000 annually and over 500,000

#6 Dry Batteries & Multiples

List - reduces 2 of 4 regular items, single cells, East and on Pacific Coast..... 19%
Continues same price on other 2 items.
Reduces 1 - 4 cell of 3 multiple batteries, East and on Pacific Coast..... 5%
Continues same price on other 2 items.
Reduces special label, single cell in East..... 28%
on Pacific Coast..... 22%
Dealer - Reduces 2 of 4 regular items, single cells, in East & on Pacific Coast..... 23%
Continue same price on other 2 items.
Reduces 1 - 4 cell multiple Battery, in East 5%, on Pacific Coast..... 7%
Continues same price on 2 similar items.
Reduces special label, single cell, East and on Pacific Coast 18%

Department Stores - reduce 2 of 4 regular items, single cells, in East and on Pacific Coast..... 26%
Continues same price on one of others and reduces Pacific Coast price 6" Radio "A"..... 12%
Reduces 4,5,6 cell multiple batteries in East..... 5%
" 4 - 6 cell " " on Pacific Coast.... 5%
" 5 " " " " " 5%

COMPANY #4

Reduces Special label, single cell, in East 19%, on Pacific Coast..... 15%

Distributor - Reduces 2 of 4 regular items, single cells, East and on Pacific Coast..... 23%
Continues prices on other 2 items.
Reduces 4 cell multiple battery in East 9% on Pac. Coast 7%
Increases 6 cell multiple battery in East 5% on Pac. Coast 5%
Reduces 5 cell multiple battery in East 1%
Increases 5 cell multiple battery on Pacific Coast..... 3%
Reduces price on orders from Telephone Co's cells, in East and on Pacific Coast..... 10%
Reduces special label, single cell in East & on Pac. Coast 20%
Reduces private label, single, 4 cell multiple & 6" telephone, average in East and on Pacific Coast..... 11%

Industrial - Reduces 2 of 4 regular items, single cells, in East and on Pacific Coast..... 23%
Continues price on 1 item, 4" cell, and does not quote this customer on #6 Radio "A"
Reduces price on 4 cell multiple in East 10% on Pacific Coast 7%
Reduces price on Telephone cells, in East 14% on " " 13%

Governments - Reduces 2 of 4 regular items single cells, in East and on Pacific Coast.. 33%
Continues price on one item (4" cell) and does not quote this customer on 6" radio "A"
Reduces price 4 cell multiple in East 10%, on Pacific Coast 7%
" " on Telephone cells, in East 14% on " " 13%

Telephone Company - Reduces price in East on all quantities up to 25,000 ..... 5%
Reduces price on Pacific Coast on less than 5,000 .....1½%
" " " " " 5,000 to 10,000 & 10,000 to 25,000.... 4%
" " " " " 25,000 or more 1%

Chain Stores - Reduces 6" single in East and on Pacific Coast.....17%
" 4" cell multiple in East and on Pacific Coast 5%

Equipment Manufacturers - reduce #6" single in East 19% on Pacific Coast 16%
Reduce #6" private and special label in East 16% andon Pacific Coast 13%

Mail Order Houses - Reduce #6" single private label in East 20% and on Pacific Coast 5%

Deliveries change to F.O.B. destination in C.L. quantities less F.O.B. (Hoboken) Eastern City. Previous filing was freight allowed on 10 # or over.

Radio Batteries

List Price - Reduces regular and heavy duty "B", average.....16%
Reduces portable type "B" 32%
Reduces 22½V Upright "B" & "C" 50%
" " Portable "B" & "C" 40%

COMPANY #4

Reduces 22½V "B" & "C".....10%
" 4½V "C" large and 2 flat type, each.....14%
" 7½V "C".....14%
" Police Car Type "B"..... 7%
" Special Label regular & heavy duty "B" average.....22%

Dealer - Reduces regular "B" and heavy duty "B" average.....18%
Reduces Portable type "B".....36%
" 22½V upright "B".....49%
" " portable "B".....40%
" " "B" & "C".....12%
" 4½V "C" large.....10%
" 2, 4½V "C" flat type, etc..... 8%
" 7½V "C".....17%
" special label, regular "B" & heavy duty "B", average.18%

Department Store - Reduces regular "B" and heavy duty "B" average.15%
Reduces portable Type "B".....34%
" 22½V upright "B" & "C".....49%
" " portable "B" & "C".....13%
" 2, 4½V "C" flat type.....10%
" 7½V "C"..... 7%
" Special label, regular "B" & Heavy duty "B", average.16%

Distributor - reduces regular "B" and heavy duty "B".....16%
Reduces portable "B".....33%
Reduces 22½V upright "B" & "C".....49%
Reduces 22½V portable "B" & "C".....40%
Reduces 22½V "B" & "C".....13%
Reduces 2, 4½V Slat Type "C".....12%
Reduces 7½V "C"..... 8%
Reduces special label regular "B".....16%
Increases special label heavy duty "B"..... 6%
Reduces private label regular "B" & heavy duty "B" average(East 13%
(P.C. 24%
Reduces private label 22½V "B" & "C" East 10% Pacific Coast.....18%
" " " 4½V "C" on Pacific Coast..... 9%

Industrial & Governments - Reduces regular "B" and heavy duty "B" average.....20%
Reduces portable "B".....33%
" 22½V "B" & "C" flat type..... 5%
" 22½V upright "B".....52%
" 22½V portable "B".....43%
" 22½V upright "B"..... 5% 2 listings this type
" 22½V "B" & "C".....12%
" 4½V large "C"..... 5%
" 2, 4½V Flat type "C".....10%
" 7½V "C".....12%

Chain Stores - Reduces special label, regular "B" and heavy duty "B" average.....(East 13%
(P.C....24%

COMPANY #4

Reduces 22½V "B" & "C" East 10% Pacific Coast 17%
Reduces 4½V "C" Pacific Coast 9%
Mail Order - Reduces private label regular "B" and heavy duty "B"
average East (15%
Pacific Coast(24%
Reduces 22½V "B" & "C" in East and Pacific Coast 10%

June 6, 1934.....Effective June 6, 1934

Flashlight Cases

Withdraws all prices on loose flashlight cases, included in filing effective June 1, 1934, because of fact that other manufacturers have failed to file prices covering these items.

June 23, 1934.....Effective July 3, 1934

Equipment Manufacturers - Adds to filing effective June 1, 1934 prices to this customer for special label, single flashlight cells.
23% less than dealers price on less than 1 million small cells
43% " " " " more than 1 million small cells
23% " " " " less than 1 million large cells
35% " " " " more than 1 million large cells
Delivery F.O.B. shipping point, no freight allowed.

August 17, 1934.....Effective August 17, 1934

Withdraws all prices previously filed

August 31, 1934.....Effective August 31, 1934

Reinstates all prices which became effective June 1, 1934

November 17, 1934.....Effective November 22, 1934

List Price - reduces 2 pen type, regular & extra size, each 33-1/3%

Dealer - reduces 2 pen type, regular & extra size, each 24%

Distributor - reduces 2 pen type, regular & extra size, each 33-1/3%

Industrial & Government - reduces 2 pen type, regular & extra size, each 35%

This filing made to meet National Carbon Company filing change #17, filed November 8, 1934.

COMPANY # 5

November 18, 1933..... .....Effective November 23, 1933.

Original filing only. Manufactures flashlight cases and lanterns only. Quotes to Jobber only 50-10% off list as quoted. Minimum charge of 25 cents for any one shipment. Recommends price to dealers of 40% off list in dozens, 33-1/3% for less.

Delivery. 50% charge for broken packages.
50% " " direct shipment. Dealers F.O.B. one city in midwest.

Terms. 2%, 10, net 30.

COMPANY #6

November 23, 1933.....November 23, 1933.

Original filing includes Flashlight Batteries and Radio Batteries.

Flashlight Batteries.

Quotes no list price. Quotes to dealers and wholesalers a minimum and a maximum price in lots of 1000.

Radio Batteries.

Quotes to dealers only a minimum and a maximum price in lots of 1000.

Terms; to all 2%-10, net 30.

COMPANY #8

November 23, 1933.....November 23, 1933.

Original filing, quotes on a full line of Flashlight Batteries, No. 6 Dry Cells and Multiples and on Radio Batteries.

Flashlight Batteries:

List price on regular line and special label. None on private label.
Dealer:
Quotes net price average 45% off list regular line
" " " " 42% " " special label
Distributor:
Quotes net price average 60% " " regular and special label.

Delivery: F.O.B. one city in East, freight allowed on 100 lbs. shipment, 10% less than standard quantity and direct shipment to dealers.

Industrial & Government:

Quotes a minimum of 5¢ per unit average about 50% off list on regular and special label.

Chain Stores, Dept. Stores, Buying Syndicates, Broadcasting Stations, and large radio Dealers and Mail Order Houses receive same discount as distributors mentioned above.

Equipment Manufacturers:

Quotes in quantities of less than 250,000, 250 M and 500 M and more than 500 M discounts being 70%, 75%, and 77½% off list for the respective quantities on regular and special label, and 73%, 75%, and 78% on private label for respective quantities.

Delivery: F.O.B. one Eastern City

Syndicate Chain Stores:

Quotes this customer at 73% off list.

Delivery: F.O.B. 3 cities in East, 3 in midwest, and 2 on Pacific Coast.

Delivery: To all customers except Syndicate Chains and Equipment Manufacturers and Distributors - F.O.B. one city in East, freight allowed on 100 lbs. or more.

Terms: To all customers, 2% E.O.M., net 30.

No. 6 Dry Cells & Multiples:

List Price quoted on regular line, Special and Private label.

Dealer:

Quotes Net on regular line and Special and Private label average 34% off list.

Distributor:

Quotes Net on regular line and Special and Private label, average 48% off list.

Delivery:

F.O.B. one city in East. Freight allowed 100 lbs. or more.
10% service charge for less than standard quantities.
10% " " " direct shipment to dealers.
No service charge on orders of Telephone Companies.
2% discount on carload quantities.

Chain Stores, Dept. Stores, Buying Syndicates, Broadcasting Stations, large Radio Dealers, and Mail Order Houses, industrial, receive same discount as distributors mentioned above.

Equipment Manufacturers:

Receive discount of Distributor less 10%.

Telephone Company:

Quotes in quantities of less than 5M, 5 to 10 M, 10 to 25 M, and 25 M and over, 28% less 10%, 31% less 10%, 34% less 10%, and less 10% off list price for respective quantities mentioned.

Syndicate Chain Stores:

F.O.B. 3 cities in East, 3 in Midwest, and 2 on Pacific Coast.

Delivery:
To all customers except Distributors and Syndicate Chains F.O.B. one Eastern City, freight allowed on 1[illegible] lbs. shipment or more. 2% discount on carload quantities.
Terms:
To all customers - [illegible]% E.O.M. - net 30.

Radio Batteries:

List Price quoted on all items.

Dealer:
Quotes a net price on regular line and Special and private label, average 37% off list.
Distributor:
Quotes a net price on regular line and Special and Private label, average about 55% off list.
Delivery:
F.O.B. one city in East, freight allowed on 100 lbs. 2% discount on carload quantities, 10% service charge for less than standard packages and direct shipment to dealers.
Chain Stores, Dept. Stores, Buying Syndicates, Broadcasting Stations, Industrial, large Radio Dealers, Mail Order Houses, and Government except on three items, receive the same discount as distributors mentioned above.

Government:
Quotes on 3 regular lines (1.45 Volt regular, 1.45 Volt heavy duty, and 1, 22½ Volt Portable) average 52% off list.

Syndicate Chain:
Quotes on 3 regular lines (1.45 Volt regular, 1.45 Volt heavy duty, and 1, 4½ Volt "C") average 61% off list.
Delivery:
F.O.B. 3 cities in East, 3 in midwest, and 2 on Pacific Coast.
Delivery:
To all customers except Distributors and Syndicate Chains, F.O.B. one city in East. Freight allowed on 100 lbs. or over. 2% discount on carload quantities.
Terms:
To all customers 2% E.O.M. - net days.

Received December 20, 1933....Effective December 11, 1933
Second filing revises prices on 2 radio batteries.
Special label and Flashlight Batteries regular line.

Flashlight Batteries:
Dealer:
Reduces net price on 5 of 10 regular line, average 9½%.
Distributor:
Reduces net price on 5 of 10 regular line 12%.
" " " " 1 " 5 remaining 5%.
On Special label and Private label unit cells, right reserved to allow a discount not exceeding 10% on prices quoted this filing.

No. 6 Dry Cells & Multiples:

On Special Label and Private Label unit cells, right reserved to allow a discount not exceeding 10%.

Radio Batteries:

Dealer:
Reduces price on 2 regular line (1.45 Volt regular and 1.45 Volt heavy duty) average 5%.

Distributor:
Reduces price 1 regular line 45 Volt regular 12%.
" " " " " " heavy duty 5%.

Received December 26, 1933 Effective January 1, 1935:
Third filing revises prices to Syndicate Chain Store and No. 6 Dry Cell, Radio, and Flashlight Batteries, and to Equipment manufacturers on Flashlight Batteries.

Flashlight Batteries:

Syndicate Chain Stores:
Quotes to this customer for first time on remainder of regular line cells.
(7 additional batteries) an average of 63%.

Equipment Manufacturers:
Changes quantities quoted to less than 500 M. 500 M to 1,000,000, 1 to 3,000,000, and 300,000 and over, making discounts above list 70%, 73%, 75%, and 78% for quantities quoted.

No. 6 Dry Cells:

Syndicate Chains:
Reduces Net price regular No. 6 Cell 4% in East, 3% Pacific Coast.

Radio Batteries:
Reduces 45 Volt regular "B" 12%.
" " " heavy duty "B" 5%.

Received January 4, 1934.....Effective January 14, 1934
Fourth filing reverses prices on No. 6 Dry Cells and Radio Batteries.

No. 6 Dry Cells & Multiples:

Dealer:
Reduces net price on No. 6 cell, Special & Private Label --
(East 5%
(Pacific Coast 5% & Private
" " " " 2 multiple Special Label--
(On Coast 12%.

Delivery:
To all customers except Distributors and Syndicate Chains F.O.B. one Eastern City, freight allowed on 1[illegible] lbs. shipment or more. 2% discount on carload quantities.
Terms:
To all customers - 1% E.O.M. - net 30.

Radio Batteries:

List Price quoted on all items.

Dealer:
Quotes a net price on regular line and Special and private label, average 37% off list.
Distributor:
Quotes a net price on regular line and Special and Private label, average about 55% off list.
Delivery:
F.O.B. one city in East, freight allowed on 100 lbs. 2% discount on carload quantities, 10% service charge for less than standard packages and direct shipment to dealers.
Chain Stores, Dept. Stores, Buying Syndicates, Broadcasting Stations, Industrial, large Radio Dealers, Mail Order Houses, and Government except on three items, receive the same discount as distributors mentioned above.

Government:
Quotes on 3 regular lines (1.45 Volt regular, 1.45 Volt heavy duty, and 1.22½ Volt Portable) average 52% off list.

Syndicate Chain:
Quotes on 3 regular lines (1.45 Volt regular, 1.45 Volt heavy duty, and 1, 4½ Volt "C") average 61% off list.
Delivery:
F.O.B. 3 cities in East, 3 in midwest, and 2 on Pacific Coast.
Delivery:
To all customers except Distributors and Syndicate Chains, F.O.B. one city in East. Freight allowed on 100 lbs. or over. 2% discount on carload quantities.
Terms:
To all customers 2% E.O.M. - net days.

Received December 20, 1933....Effective December 11, 1933
Second filing revises prices on 2 radio batteries.
Special label and Flashlight Batteries regular line.

Flashlight Batteries:
Dealer:
Reduces net price on 5 of 10 regular line, average 9½%.
Distributor:
Reduces net price on 5 of 10 regular line 12%.
" " " " 1 " 5 remaining 5%.
On Special label and Private label unit cells, right reserved to allow a discount not exceeding 10% on prices quoted this filing.

No. 6 Dry Cells & Multiples:

On Special Label and Private label unit cells, right reserved to allow a discount not exceeding 10%.

Radio Batteries:

Dealer:
Reduces price on 2 regular line (1.45 Volt regular and 1.45 Volt heavy duty) average 5%.

Distributor:
Reduces price 1 regular line 45 Volt regular 12%.
" " " " " " heavy duty 5%.

Received December 26, 1933 Effective January 1, 1935
Third filing revises prices to Syndicate Chain Store and No. 6 Dry Cell, Radio, and Flashlight Batteries, and to Equipment manufacturers on Flashlight Batteries.

Flashlight Batteries:

Syndicate Chain Stores:
Quotes to this customer for first time on remainder of regular line cells.
(7 additional batteries) an average of 63%.

Equipment Manufacturers:
Changes quantities quoted to less than 500 M. 500 M to 1,000,000, 1 to 3.0,000, and 300,000 and over, making discounts above list 70%, 73%, 75%, and 78% for quantities quoted.

No. 6 Dry Cells:

Syndicate Chains:
Reduces Net price regular No. 6 Cell 4% in East, 3% Pacific Coast.

Radio Batteries:
Reduces 45 Volt regular "B" 12%.
" " " heavy duty "B" 5%.

Received January 4, 1934.....Effective January 14, 1934
Fourth filing reverses prices on No. 6 Dry Cells and Radio Batteries.

No. 6 Dry Cells & Multiples:

Dealer:
Reduces net price on No. 6 cell, Special & Private Label --
(East 5%
(Pacific Coast 5% & Private
" " " " 2 multiple Special Label--
(On Coast 12%.

Distributor:
Reduces net price on No. 6 Cell Special & Private label--
..... East 6%.
Increases " " " " " " Special & Private label--
..... Pacific Coast 11%.
Reduces " " " 2 Multiple Special & Private label--
..... East 10%.
Increases " " " " Pacific Coast 5%.
On No. 6 Cells and Multiples, reserves right to grant a discount not exceeding 10% on prices quoted.

Radio Batteries:

List Price reduced on one 45 Volt regular.....27%
45 " " police car.....1%
Dealer, net price reduced on 3 (45 Volt regular & heavy) average 13%
" " " " one 45 Volt police car.....3%
Distributor net price " " (45 Volt regular & heavy) average 7%

Received February 5, 1934.....Effective Feb. 8 & Feb. 15, 1934.

Fifth filing reverses prices to Distributors on Flashlight Batteries, No. 6 Dry Cells and Multiples, and Radio Batteries, Special and Private label brands. Filing made to meet Company #4 filing effective January 29, 1934. Right reserved to all discount not exceeding 10% on prices quoted in consideration of quantity, quality, or in cost of selling or transportation. Terms changed to 2% 10th prox., net 30, Filing superseding and cancelling prices previously filed.

Flashlight Batteries:
Distributor:
Reduces price on 3 Special & Private label cells 10%
Increases " " 1 regular line single cell.....12%
Industrial or Government:
Same prices as distributor.
Terms:
2% 10th prox. - net 30.

Equipment Manufacturers:
Quotes to this customer on 3 additional cell for first time, average 75% off list.
Delivery:
Freight allowed on 100 lbs. Where purchases made for resale, resale prices will conform with distributors prices.

Toy Manufacturers:

Quotes to this customer on flashlight cells for first time in quantities less than 500 M, 10% off list, 500 M to 1,000,000, 73% off list, 1 to 3,000,000, 75% off list and over 3,000,000 78% off list.
Delivery:
Freight allowed on 100 lbs. shipments. Where purchases made for resale, resale prices will conform to distributors prices.

No. 6 Dry Cells & Multiples

Distributor:
Reduces No. 6 Cell single 4% in East; 4% on Pacific Coast.
" one 6 Volt multiple 10% in East.

Equipment Manufacturers:
Reduces net price No. 6 cell single 14%.
Quotes to this customer for first time on one 6 Volt multiple 55% off list.

Radio Batteries:

Equipment Manufacturers:
Quotes this customer for first time on 2, 45 Volt, regular and heavy duty average 62½% off list.
Quotes this customer for first time on 2 Special label and Private label, (1-22½ Volt B and C and 1-4½ Volt C), average of 61% off list.

Delivery:
F.O.B. factory, freight allowed on 100 lbs.
When purchases made for resale, resale prices will conform to distributors.

Received March 7, 1934.....Effective March 17, 1934

Sixth Filing: Revises prices 2 Flashlight cells and one Radio Battery to distributor. Reserves right to allow a deduction from delivered prices equal to average freight rate to customers destination if customer elects to purchase F.O.B.

Flashlight Batteries:

Distributor:
Reduces one penlight cell 12%. Adds first filing on a snaplite cell.

Radio Batteries:
Distributor:
Reduces one 45 Volt Private and Special label 26%.

Received March 9, 1934.....Effective March 19, 1935.

Seventh filing: Cancels previously filed 10% reserved discount, and enlarges such discount to 40% applying on all types, grades, and brands of Batteries.

Received March 26, 1935.....Effective April 5, 1935.

Eight filing revises delivery specifications for Chain Stores to meet filing of Company #2 effective March 17, 1935.
Adds one F.O.B. shipping point on Pacific Coast and allows freight on 100 lb. shipments.

Received April 26, 1934,.....Effective April 28, 1934.

Ninth filing includes a full line of Flashlight Batteries, No. 6 cells and Multiples, and Radio Batteries, quotes to all customer classifications. Filing supersedes all previous filed prices.

Flashlight Batteries:

Industrial and Government;
Reduces small unit cell 30%.
Industrial and Government:
Reduces regular unit cell 12%.
Distributor:
Reduces small and regular unit cell 7%.
Credit ½¢ per cell on evidence of extension of distributors prices to Industrial and Governments.

Dept. Stores:
Same changes as distributor.
Equipment Manufacturers & Toy Mfrs.
Reduces 2(small and regular unit cells) Private and Special Label 7%. Quotes to Toy Mfrs. flat price without discounts for quantities.
Syndicate Chains:
Reduces 1 large unit cell 7%.
Delivery:
2% discount on carloads to all customers.

No. 6 Dry Cells and Multiples:

List Price reduces 3 #6 single cells average 25%
" 1 #6 and 2 multiple Private and Special label..... 20%
" 2 of 4 multiple regular line 3%

Dealer:
List Price Reduces 3 No. 6 single cells, average 16%
" 2 of 4 multiples " 4%

Distributor:
List Price Reduces 3 #6 single cells average 16%
" 2 of 4 multiple " 5%
" 1 #6 cell Private and Special label 3%
Receives a credit of 5% on submission of evidence showing sales at distributors prices to industrial and government.

Industrial, Government, & Dept. Stores:
Reductions are the same as distributor reductions on this filing.

Telephone Companies:
Reduces net price on quantity sales. Less than 5 M 10%, 5 to 10,000, 7% 10 M to 25 M, 7%, and over 25 M, 7%

Radio Batteries:

List Price:
Reduces on 8 of 16, (6-45 Volt regular standard heavy duty protable and police car, 1-22½ Volt "B" and "C" 1-4½ Volt "C") average, 19%.

Dealer:
Reduces 9 of 19 (7-45 Volt.regular standard, heavy duty, portable and police and auto, 1-22½ Volt "B" and "C", 1-4½ Volt "C") average 12%.

Distributor:
Reduces net price on 8 of 16 (7-45 Volt, regular, standard, and heavy duty police and auto, 1-22½ Volt "B" and "C") average 9%.
Reduces net price on 4 of 8 (2, 45-Volt heavy duty, 1-45 Volt portable and 1-45 Volt standard) Private and Special Label average 12%.
Credit of 5% allowed on submission of invoices showing sales to Industrial or Government at distributors prices.

Industrial:
Reductions in net price the same as to distributor on this filing.

Syndicate Chains:
Reduces 3 of 14 (45 Volt standard and 1-22½ Volt "B" and "C") average 11%.
Increases 1-45 Volt heavy duty 5%.

Government:
Reduces 8 of 16 (7-45 Volt, standard, portable, heavy duty, police car, and auto type and 1-22 Volt "B" and "C") average 15%

Delivery:
To all customers, on shipment of flashlight batteries, No. 6 Dry Cell, and Radio Batteries - Right reserved to deduct freight from delivered prices if customer chooses to ship F.O.B. this Company's factory.
F.O.B. 3 cities in East, 3 in midwest, and 3 on the Pacific Coast.

Terms:
To all customers on all battery shipments -
Terms 2% 10th prox. - net 30.

Received May 5, 1934.....Effective May 15, 1934.

Tenth filing, quotes on a full line of Flashlight Batteries, No. 6 Dry Cells and Multiples, and Radio Batteries. This filing generally increases prices so that the reductions made in the ninth filing have been cancelled. The prices of items reduced in the ninth filing have in most instances been increased to the same level they were before the ninth filing.

Flashlight Batteries

List Price, reduced on one Snaplite cell 50%.
The prices on the other 15 items quoted remain the same.

Dealer:
Net price one snaplite cell reduced 48%.

Distributor:
Reduces one snaplite cell 55%.
Reduces 3 (1-2 cell flat, penlite and lantern) of 12 others-
.....average 18%.
Increases 2 (regular and small size unit cell) Private
and Special label.....9%

Department Stores
Same changes as distributors.

Industrial:
Changes quantities quoted on to more and less than 5400.
Increases net price 6 of 8 quoted on average 7%.
" " " 2 (regular and small unit cell)
Private and Special - 23%.

Equipment Manufacturers:
Increases net price one (3 cell regular) 43%.
Reduces net price 2 (1,2 cell regular flat and penlite)-
of 10 average 17%.
Increases net price 3 (regular and small unit cell) of 3-
(and 2 cell tubes)
Private and Special 9%.

Government:
Increases net price 1 industrial unit cell, 4%
" " " 2 (regular and small unit cell)
Private and Special, 9%

Syndicate Chain:
Increases price of 3 (small and large unit cell, penlite
and 2 cell flat) of 4 quoted average 9%.

Toy Manufacturers:
Changes quantities from flat price of any number purchased
to sales in quantities less than 500 M, 500 M to one million
1,000,000, 1 to 3,000,000 and over 3,000,000.
Reduces price on 500 M to 1,000,000 8%.
" " 1,000,000 to 3,000,000 12%
" " 3,000,000 and over 25%
Delivery for Toy Mfrs. :
Freight equalized with competing manufacturers
factory cities, no discount on carload.

No. 6 Cell and Multiples:

List Price:
Increases price 2 of 3 single cells average --East 12%
Pacific Coast 9%
" " 2 of 4 multiple cells average --
(East ---------- 5%
(Pacific Coast ---- 10%
Adds Pacific Coast price on these cells
Increases price 3 (1 single, 2 multiple) Private & Special label.....(East---------- 13%
.....(Pacific Coast ---- 16%

Dealer:
Increases price 3 single cells ....East 16%
Pacific Coast 20%
" " 2 of 4 multiple....East 4%
Pacific Coast 8%
" " 3 (1 single, 22 multiple)
Private and Special --
East 4%
Pacific Coast 11%

Distributor:
Increases price 3 single cells East 15%; Pacific Coast 22%
" " 2 of 4 multiple East 5% " " 10%
" " 1 of 3 multiple Private and Special --
East 7%; Pacific Coast 17%

Equipment Manufacturers:
Adds prices 1 single and 2 Multiples, Private and Spec. label-
East 53% off list
Pacific Coast 47% off list.
Increases 1 single cell.....East 20%; Pacific Coast 29%

Industrial:
Increases 2 of 3 single ..... East 10%; Pacific Coast 20%

Government:
Increases 3 single cells .....East 14%; " " 22%
" 2 of 4 multiple cells " 5% " " 15%

Syndicate Chains:
Increases price 1 single cell...East 10%; " " 15%

Telephone Companies:
Increases quantities less than 5 M East 10% Pacific Coast 16%
" " 5 M to 10 M " 7% " " 15%
10 M to 25 M " 7% " " 15%
2 M and more " 7% " " 16%

Radio Batteries:

List Price:
Increases on 9 of 16 items 6 (45 Volt, regular, standard heavy duty, portable, and police car, 1-22½ Volt portable, 1-22½ Volt B and C, 1-4½ Volt "C") average 17%.

Dealer:
Increases 9 of 16 (6-45 Volt "B", regular, standard, heavy duty, portable, police and auto types, 1-22½ Volt B and C, 1-22½ Volt Portable, 1-4½ Volt "C") average 14% Reduces 1, 45 Volt "B" square cell 3%.

Distributor:
Increases 8 of 16 (7-45 Volt "B" regular, standard, heavy duty, police, and auto, 1-22½ Volt "B" and "C") average 10%.
Increases 6 of 8 Private and Special Label (5-45 Volt "B" standard, heavy duty, and portable, 1-45 Volt square cell, 1-22½ Volt) average 13%.

Industrial:
Increases 8 of 16 (7-45 Volt "B" regular, standard, heavy duty, police and auto, 1-22½ Volt "B" and "C") average 10%.

Syndicate Chains:
Increases 8 of 16 (7-45 Volt "B" regular, standard, heavy duty, police and auto, 1-22½ Volt "B" and "C") average 10%.
Increases 6 of 8 Private and Special label (5-45 Volt "B", standard, heavy duty, and portable, 1-45 square cell, 1-22½ Volt) average 13%.

Government:
Increases 6 of 8 (7-45 Volt "B" regular, standard, heavy duty, police and auto, 1-22½ Volt "B" and "C" average 10%.

Equipment Manufacturers:
First quotation this customer, except on private and special label, quotes this customer average about 60% off list.
Same prices as distributor less 10% increases quotations to this customer to 24.
Increases 2 (45 Volt "B") of 4 formerly quoted private and special label 7%.

May 18, 1934.....Effective May 15, 1934.

Eleventh Filing withdrawn prices which were to become May 15, 1934.

May 15, 1934.....Effective May 31, 1934.

Twelfth Filing generally reduces prices to Mail Order houses, quoting to their customer classification for first time since original filing.

Flashlight Batteries.

Mail Order houses
Reduces 3 (standard heavy duty and small) average 40%
No. 6 Cell Multiple
Mail Order - reduces 2 of 3 quoted (1 single, 1 multiple) average 30%

Radio Batteries
Mail Order - reduces 7 of 9 quoted (3-45 V "13" standard and heavy duty, 1-22½V. "B" & "C", 1 - 4½V "C", 2-3V "A") average 29%.

May 28, 1934.....Effective June 1, 1934

Thirteenth Filing reduces prices generally even more drastically than Ninth Filing on radio batteries and dry cells, and increases on Flashlight Batteries.

Flashlight Batteries

List Price. Reduces list price on one lantern battery....10%
Dealer. Increases on 5 of 13 quoted (regular and small unit, regular and small 2 cell tubular and regular 3 cell tubular) average 10%.
Distributor Increases on 5 of 13 quoted (regular and small unit, regular and small 2 cell tubular, 3 cell tubular and snaplite, penlite, lantern, 2 cell flat) average of 12%.
Eliminates 1/2¢ per cell on evidence of sales to industrials and governments at distributors prices.

Equipment Manufacturers. Increases on 8 of 12 quoted (regular, small, heavy unit, 2 cell, regular and small tubular, 3 cell tubular, lantern & snaplite) average 12%

Industrial. Quotes flat price instead of quantities of more and less than 5400.

Increases on 7 of 11 quoted (small regular & industrial units, 2 - 2 cell tube, small & regular, 1 - 3 cell tube, 1 lantern) average 24%

Government. Increases on 10 of 11 quoted (small, regular & industrial unit, 2 - 2 cell tube, 1 - 3 cell tube, 1 - 2 cell flat, 2 - 3 cell flat small and regular, penlite and lantern) average 25%
Syndicate Chains. Increases small, large unit and penlite average 9%
Department Stores. Same prices as Distributors plus 10%
Mail Order Houses. Increases 3 (standard, heavy duty and small) average 47%.

No. 6 Dry Cells & Multiples.

List Price. Reduces 4 of 7 quoted (2 single cells and 2 multiples) average 7% in East, reduction on 2 single cells average 10% on Pacific Coast.
Increases 2 of 7 quoted (1 - 7½V & 1 - 9V Multiple) 5% on Pacific Coast.
Increases 2 multiple, private and special label on Pacific Coast....4%
Dealer.....Reduces 3 single cells 7% in East, one of 3 single Pacific Coast 13%
Increases 4 multiple on Pacific Coast, average 5%
Reduces 1 single, private and special label on Pacific Coast...14%

Increases 2 multiple, private and special label on Pacific Coast 5%

Distributor. Reduces 5 of 7 quoted (3single cells, 2 multiple) average 9% in East.

Reduces 3 single on Pacific Coast .....average 7%
Increases 4 multiple on Pacific Coast ..... average 5%
Eliminates 5% discount on industrial and government orders at Distributors prices

Reduces 1 single, private and special label, on Pacific Coast 15%

Increases 2 multiple, private and special label, on Pacific Coast 5%

Industrial. Reduces 1 of 3 single cells in East 11%

Government. Reduces 1 of 3 single cells in East 11%; on Pacific Coast 5%
Increases 4 multiple on Pacific Coast, average 16%

Telephone Companies. Reduces sales less than 5M 4%, in East
Reduces sales 5 M to 10 M.....4% in East
" " 10 M to 25 M .....4% " "
Increases sales 25 M and over .....4% on Pacific Coast

Mail Order. Increases 1 single 25% in East, 37% on Pacific Coast
" 1 multiple 22% in East, 30% on Pacific Coast

Syndicate Chains. Reduces 1 single in East 4%
Increases 1 single on Pacific Coast 3%

Department Stores. Same prices and changes as Distributors plus 10%

Equipment Manufacturers. Same prices as Distributors and changes less 10% on the regular line only.
No quotations on private and special label brands.

Radio Batteries.

List price. Reduces 9 of 16 items (45V portable standard heavy duty police car types, 1 - 22V portable, 1 - 22"B" & "C", 1 - 4½V "C" 1 - 7½V "C") average 23%

Dealer, Reduces 8 of 16 items (45V portable heavy duty police car types, 1 - 22V portable, 1 - 22 "B" & "C", 1 - $\$\frac{1}{2}$V "C", 1 - 7½V "C") average of 17%

Distributor, Reduces 8 of 16 items (45V portable police and auto types, 1 -22V portable, 1 -22 "B" & "C", 1 -4½V "C", 1 -7½V "C") average of 17%

Reduces 6 of 8 private and special label (45V portable standard heavy duty, 1 - 22½V "B" & "C", 1 -22V Special) average of 15%

Eliminates 5% discount to this customer on Industrial and Government orders at Distributors prices.

Syndicate Chain Stores, Reduces 8 of 14 items (45V portable police and auto types, 1 -22V portable, 1 -22 "B" & "C", 1 -4½V "C", 1 - 7½V "C") average of 17%

Reduces 6 of 8 private and special label (45V portable standard heavy duty, 1 - 22½V "B" & "C", 1 -22½ V special, average of 15%.

Industrial, Reduces 14 of 16 items (45V portable standard heavy duty police and auto type, 1 - 22½V portable, 1 -22½V "B" & "C", 1 - 7½V "C", 3 - 3V "A", 2 - 144V aircraft) average 9%
Equipment Manufacturers. Same prices and changes as Distributors less 10% on the regular line only.

Mail Order. Same prices and changes as Distributors.

June 2, 1934.....Effective June 12, 1934.

Fourteenth Filing affects delivery conditions to Mail Order Companies on their radio batteries only, as follows:

Freight allowed in carload quantities, 2% discount on carload quantities.

June 6, 1934..... ....Effective July 10, 1934.

Fifteenth Filing.

Flashlight Batteries.

Equipment manufacturers. Reduces small and large unit cells, private and special label brands, to this customer 23%. Adds 3 quotations to this customer on 2 cell flat penlite cell and a 2 cell penlite battery (added quotations are made on private and special label brands and quoted to this customer for the first time.)

August 15, 1934 .....Effective August 9, 1934

Sixteenth Filing - General withdrawal of all file prices and provisions covering terms and deliveries.

September 6, 1934.....Effective September 6, 1934

Seventeenth Filing - Reinstates prices which became effective June 1, 1934 and makes changes as follows:

No. 6 Dry Cells and Multiples.

Distributors - reduces one single cell 2%
Reduces 2 - 4 cell multiples, private and special label brands 3%. These price changes being made to conform with the price schedules of companies, #2, 3 and 13.

Company #2 -

November 27, 1933 .....Effective November 23, 1933.

Original Filing quotes on Flashlight Batteries, No. 6 Dry Cells and Radio Batteries, full line.

Flashlight Batteries.

List Price. Quotes on 13 of 15 items listed.
Dealer. Quotes average 36% of list price.
Distributor. Quotes net price of 50% off list.

No. 6 Dry Cells & Multiples.

List price-quotes on 7 of 8 items listed.
Dealer. Quotes average 27% off list.
Distributor. Quotes average 41% off list.

Radio Batteries.

List Price. Quotes on 8 items listed.
Dealer. Quotes average 30% off list.
Distributor. Quotes average 45% off list.

Terms to all customers quoted 2% 10, net 30.

April 16, 1934 .....Effective April 16, 1934.

Second Filing general revision of prices.

Flashlight Batteries

Dealer. Reduces 2 of 4 listed, 45%.
Distributor. Reduces 2 of 4 listed 28%.
Department Store. Quotes this customer for first time average 40% off list.
Chain Store. Quotes this customer for first time average 45% off list
Industrial. Quotes this customer for first time average 42% off list.
Toy Mfgrs. Quotes this customer for first time average 50% off list.
Governments. Quotes this customer for first time average 45% off list.

No. 6. Dry Cells and Multiples.

List Price. Reduces 2 No. 6 cells of 4 listed average 24%.
" 1 4-cell multiple 3%.
Dealer. Reduces 1 No. 6 cell of 4 listed average 5%.
" 1 4-cell multiple 8%.
Increases 1 No. 6 cell of 4 listed 5%.
Distributor. "2 No.6 cell of 4 listed average 20%.
"1 4-cell multiple of 4 listed 21%.

Department Store. Quotes this customer for first time average 40% off list.
Chain Store. Quotes this customer for first time average 45% off list.
Industrial. Quotes this customer for first time average 42% off list.
Toy Mfgrs. Quotes this customer for first time average 50%.
Governments. Quotes this customer for first time average 45%.

Radio Batteries.

List Price. Reduces price on 4 of 8 previously listed average 33%.
Increases price on 1 of 8 previously listed 10%.
Adds 1 not previously listed.
Dealer. Reduces price on 4 of 8 previously listed 25%.
Increases " " 1 of 8 " " 12%.
Adds 1 not previously listed.

Distributor. Reduces price on 2 of 8 previously listed 34%.
Increases " " 1 of 8 " " 7%
Adds one not previously listed.

Dept. Stores. Quotes this customer for first time average 40% off list.
Chain Store. Quotes this customer for first time average 45% off list.
Industrial. Quotes this customer for first time average 42% off list.
Toy Mfgrs. Quotes this customer for first time average 50% off list
Government. Quotes this customer for first time average 45% off list.

June 6, 1934 .....Effective June 6, 1934.

Third filing revises prices on full line of Flashlight Batteries, No. 6 Dry Cells and Multiples and Radio Batteries.

Flashlight Batteries.

Distributor. Increases net price 2 of 4 listed 9%
Industrial. " " " 2 of 4 " 27%
Toy Mfgrs. " " " on all 4 " average 27%

No. 6 Dry Cells and Multiples.

Industrial. Reduces net price 1 of 2 listed #6 cells 3%.
Government. Increases 4-cell multiple 5%.

Company #9 (continued)

Radio Batteries.

List Price.	Changes in list averages about same for each customer.			
	Increases list price on	4	of 7	average 15%.
	Reduces " " "	3	of 7 "	19%.
Distributor.	Increases net price	4	of 7	average 13%
	Reduces " "	3	of 7 "	19%
Dealer.	Increases " "	4	of 7 "	13%
	Reduces " "	3	of 7 "	18%
Dept. Store.	Increases " "	4	of 7 "	13%
	Reduces " "	3	of 7 "	18%
Chain Store.	Increases " "	3	of 7 "	13%
	Reduces " "	3	of 7 "	18%
Industrial	Increases " "	4	of 7 "	14%
	Reduces " "	3	of 7 "	18%
Tor Mfgrs.	Increases " "	4	of 7 "	15%
	Reduces " "	3	of 7 "	19%
Govts.	Increases " "	4	of 7 "	18%
	Reduces " "	3	of 7 "	13%

Company #10

February 21, 1934 ..... Effective February 21, 1934

Original filing quotes on one combination headlight and lantern. Quotes list price with 50-10% to Jobber and 40% to dealer.

Delivery, FOB one city in midwest.

Terms, 2% 10, net 30.

Company #11

November 17, 1933 ..... Effective November 23, 1933

Original filing includes full line of Radio Batteries, Dry Cells, Flashlight Batteries and Flashlight Cases and Assortments.

Terms to all customers - 2%10 prox.

Flashlight Cases.

Dealers. Quotes net price 36% off list
Delivery by wholesaler and jobber optional.
Department Stores. Quotes net price 47% off list.
Delivery by wholesaler and jobber optional.
Wholesaler and Jobber. Quotes net price 51% off list.
FOB Destination in Standard Package. 10% service for L.S.Q. and D.S.D.
Industrial. Quotes net price 49% off list.
FOB Destination. 10% service on L.S.Q.
Government. Quotes net price 49% off list.
FOB Destination.

COMPANY #11 (Continued)

Flashlight Batteries

List Price. Filed on regular line, but not on special or private label.

Dealer. Quotes on regular line only 35% off list.
Dilivery, by wholesaler and jobber optional.

Department Store. Quotes on regular line 45% off list.
Quotes on 2 special label, batteries, no list.
Delivery by wholesaler and jobber optional.

Wholesaler and Jobber. Quotes on regular line 50% off list.
Quotes on 2 private label, cells, no list.

Deliveries. Freight allowed on 100 lb. shipments, less FOB 3 cities in the East, 3 cities in the mid-west, one city in the West and 2 cities on the coast.
10% service charge on less than Standard Package quantities and or direct shipments to dealer. ¼¢ per cell on sales to industrials at special prices quoted.

Industrial Users. Quotes a price on sales of less than 5400, 45% off list and on sales over 5400, 50% off list. Also quotes on 3 industrial cells, no list.

Delivery. 10% service charge for less than Standard Package quantities, freight allowed on 100 lbs. shipments to customers store house cities. Less than 100 lbs. FOB 3 cities in the East, 3 cities in the mid-west, one city in the West, and 2 cities on the Pacific Coast.

Chain Stores. Quotes to chain stores on regular line 50% off list on Standard Packages and 45% off list on broken packages.
Quotes prices on 9 special label batteries.
Delivery - FOB 3 cities in the East, 3 cities in the mid-west and 2 cities on the Pacific Coast.

Mail Order Houses. Quotes to these customers on 2 private label batteries.
Delivery - Freight allowed in car load quantities; less than car load, FOB one Eastern City.

Equipment Manufacturers. Quotes on the regular line 55% off list.
Delivery - Freight allowed in 100 lb. quantities, less than 100 lbs. FOB 3 cities in the East, 3 in the mid-west, 1 in the West and 2 on the Pacific Coast.

(COMPANY #11 Cont'd)

Toy Manufacturers. Quotes to this customer in quantities of less than 250,000 annually, 75% off list, 250,000 to 500,000 annually, 75% off list, over 500,000 annually, 78% off list. Quotes to this customer in the same quantities mentioned on 2 private labels batteries. Delivery - FOB one Eastern City.

Governments. Quotes to his customer 50% off list. Also quotes on 3 industrial cells no list. Delivery - Freight allowed to destination.

Dry Cells

List Price. Quotes a list price on the regular line and special label batteries. Quotes price to the East and Pacific Coast 7% higher than to the Pacific Coast.

Dealer Quotes a price to this customer 28% off list in the East and 29% off list in the West. Delivery. By wholesalers and jobbers optional; 10% service charge for less than Standard Package.

Dept. Stores. Quotes a price to this customer 40% off the list in the East and in the West. Delivery by wholesalers and jobbers optional. 10% service charge for less than Standard Package.

Wholesalers and Jobbers. Quotes a price to this customer 46% off the list in the East and in the West. Also quotes on one single cell private label battery and one 4 cell multiple to both the East and the West; no list price quoted on this private label battery. Delivery. 2% discount on orders for car load quantities, 10% service charge for less than Standard Package quantities or direct shipment to dealer. Freight allowed to jobbers city in 100 lb. shipments or over, less than 100 lbs. shipments FOB 2 cities in the East, 3 cities in the mid-west, one city in the West and 3 cities on the Pacific Coast.

Industrial Users. Quotes a price to this customer 43% off the list in the East and 44% off the list in the West. Delivery - 10% service charge for less than Standard Packages. Freight allowed on 100 lb. shipments to customers storehouse cities. Less than 100 lbs. FOB 2 cities in the East, 3 cities in the mid-west one in the West and 3 on the Pacific Coast.

COMPANY#11 CONT'D

Chain Stores. Quotes to this customer 46% off list in East and West. Quotes the price on one special label single cell and one special label four cell multiple. Delivery - FOB 3 Cities in the East and 5 in the midwest, and 2 in the Pacific Coast.

Mail Order Houses. Quotes to this customer on one single cell private label and one 4 cell multiple private label.
Delivery. - Freight allowed in car load quantities, less than car load quantities FOB one city on the Pacific Coast.

Equipment Manufacturers. Quotes to this customer on the regular line 51% off list in the East and West and also quotes on 5 special label batteries the same discount.
Delivery - 10% service charge on less than Standard Package quantities. FOB freight allowed 100 lb. shipments. Less than 100 lb. shipments FOB 2 cities in the East, 3 cities in the mid-west, one city in the West and 2 cities on the Pacific Coast.

Governments. Quotes to this customer on regular line batteries and 5 special label batteries 43% off the list in the East and 44% off the list in the West.
Delivery - FOB destination.

Radio Batteries. Quotes a list price on the regular line batteries but none on the private or special label batteries.

Dealers. Quotes to this customer 30% off the list on the regular line batteries. No quotations on private or special label batteries.
Deliveries - By wholesaler and jobber optional. 10% service charge for less than unit package quantity.

Department Stores. Quotes to this customer 39% off the list on regular line batteries. No quotation on private or special label batteries.
Delivery by wholesaler and jobber optional. 10% service charge for less than unit package quantities.

COMPANY #11 CONT'D

Wholesaler and Jobber. Quotes to this customer 45% off list on the regular line batteries and 5 private label batteries. No quotation on special label to this customer.
Delivery - 2% discount on car load quantities. 10% service charge on less than Standard Package quantities and or direct shipment to dealers. Freight allowed on 100 lb. shipments. Less than 100 lb. shipments, FOB 3 cities in the East, one city in the West, 3 in the mid-west and 2 on the Pacific Coast.

Industrial Users. Quotes a price to this customer on regular line batteries 42% off the list. No quotation on private or special label batteries.
Delivery - 10% service charge for less than Standard Package quantities. Freight allowed on 100 lb. shipment to customer storehouse cities. Less than 100 lb. shipments FOB 3 cities in the East, one in the West, 3 in the mid-west and 2 on the Pacific Coast.

Chain Stores. Quotes to this company on regular line batteries 42% off the list. No quotation on private label batteries. Quotes on 6 special label batteries no list.
Delivery - FOB cities in the East, 3 in the mid-west and 2 on the Pacific Coast.

Mail Order Houses. Quotes to this customer on 5 private label batteries no list. Does not quote on regular line batteries to this customer.
Delivery - Freight allowed in car load lots. Less than car load FOB one city in the East.

Equipment Manufacturers. Quotes to this customer on regular line batteries 50% off the list. No quotation on private and special label batteries.
Delivery - Freight allowed in Standard Packages of 100 lbs. or over, less than 100 lbs. FOB 3 cities in the East, 3 in the mid-west, one in the West and 2 on the Pacific Coast. 10% service charge for less than Standard Package quantities.

Government. Quotes to this customer on regular line batteries 42% off the list. No quotation on private or special label batteries.
Delivery - Freight allowed to destination.

COMPANY #11 CONT'D

Filing 12/7/33 ..... Effective 12/8/33

Second filing makes changes in prices of some of items filed, makes corrections in filing effective 11/23/33.

Flashlight Batteries

Toy Mfg.

Changes annual quantity quotation to less than 500 M, 500 M to 1,000,000, 1 to 3,000,000, and 3,000,000 or over increases price on less than 500 M regular line 15%
" " " " " " " Private Label 25%
" " " 500 M to 1,000,000 regular line 25%
" " " " " " 1,000,000 Private Label 20%
Delivery F.O.B. one eastern city, freight equalized with competing manufacturers, factory cities, no discount on carload quantities.

Wholesalers & Jobbers

Delivery adds 2% discount carload quantities and 10% service charge for shipments direct to dealers.

Chain Stores

Delivery adds an allowance for freight on shipments to company's warehouse cities.

Equipment Manufacturers

Delivery, allows freight on 100 lbs. shipments of standard package quantities.

No. 6 Dry Cells - Multiples

Industrials

Eliminates prices quoted to this customer on 1 single and 1 multiple batteries.

Governments

Eliminates prices quoted to this customer on 1 single and 1 multiple batteries.

Chain Stores

Eliminates prices quoted to this customer on 1 single and 1 multiple batteries.
Reduces price 1 single special label in East and Pacific Coast 3%
" " 1 4 cell " " " " " " " 10%
Delivery: Adds F.O.B. to customer's warehouse cities.

List Price

Adds quotations on one air cell Telephone Battery, and adds quotation on one 3 Volt Dry A Battery.

COMPANY #11 CONT'D

Dealer

Quotes price on air sell Telephone 30% off list east and west quotes 30% off list on 3 Volt Dry "A" Battery.

Wholesaler

Quotes price on air cell Telephone Baterry 45% off list east and west, and 45% off list on 3 Volt Dry "A".
Delivery: No service charge on direct shipment to telephone companies but F.O.B. factory or warehouse.

Filing adds quotations on 3 Volt Dry "A" to --

Department Stores	39%	off list
Industrial	42%	" "
Chain Stores	45%	" "
Equipment manufacturers	49%	" "
Governments	42%	" "

Telephone Company:

Adds dry cell prices to this customer on 2 cells--

In quantities less than	5,000 annually,	price averaging	30%	off list	
" "	5,000 to 10,000	" "	33⅓	"	"
" "	10,000 to 25,000	" "	35%	"	"
" "	over 25,000	" "	39⅓	"	"

Delivery 10% service charge on less than standard quantities, freight allowed on 100 lbs. of standard package quantities, and less than 100 lbs. F.O.B. shipping point.

Radio Batteries

This filing adds quotations on air cell "A" and 3 Volt Dry "A", quoting to customers as follows:

Dealers	30%	off list
Department Stores	39%	" "
Wholesalers	45%	" "
Industrial	42%	" "
Chain Stores	45%	" "
Equipment Manufacturers	50%	" "
Government	42%	" "

Chain Stores

Reduces special label 45 Volt medium.....12½
" " " 45 " heavy duty.....5%

Delivery adds an allowance freight to customers warehouse cities.

December 13, 1933.....Effective December 14, 1933.

Third filing changes prices filed on some of items mentioned in the two previous filings, as follows:

Flashlight Batteries.

Industrial quotes one price instead of annual quantities of more and less than 5400. Price quoted the same as former price for more than 5400.

COMPANY 11 CONT'D

Chain Store, Reduces price on 4 of 9 items special label 9%, continues prices on remaining 5 items.

No. 6 Dry Cells and Multiples.

Wholesale reduces price 1 single and 1 multiple private label, in the East 10%, Pacific Coast 9%,
Reduces price 1 single special label in the East 7%, Pacific Coast 5%.
Reduces price 1 multiple special label in the East 5%, Pacific Coast 5%.

List Price.
Reduces 1 single special label in the East 7%, Pac. Coast 5%
" 1 multiple " " " " " 5%, " " 5%
Dealer.
Reduces 1 single special label in the East 7% " " 5%
" 1 multiple " " " " " 5% " " 5%
Department Store.
Reduces 1 single special label in the east 7% " " 5%
" 1 multiple " " " " " 5% " " 5%
Industrial
Reduces 1 regular single in East & Pacific Coast 3%
" 1 " " " " " " " 4%
Mail Order.
Reduces 1 single and 1 multiple private label-East 10%
Pacific Coast 9%.

Radio Batteries.

List Price:	Reduces	1.3 V.Dry	"A"-	East	36%,	Pac.Coast	22%
Dealer:	"	"	"	"	"	38%	"	"	26%
Dept.Stores:	"	"	"	"	"	42%	"	"	30%
Wholesalers:	"	"	"	"	"	42%	"	"	30%
Industrials:	"	"	"	"	"	42%	"	"	30%
Chain Stores:	"	"	"	"	"	42%	"	"	30%
Equip.Mfrs:	"	"	"	"	"	42%	"	"	30%
Govts.:	"	"	"	"	"	42%	"	"	30%

December 22, 1933.....Effective January 2, 1934.

Fourth filing reduces prices on 3 large size and 2 medium size regular line 45 V. radio batteries out of 9 of this type as follows:

List Price.
2 Large 10%, 1 Medium 6%, 1 Large 17%, 1 Medium 10%.

Dealer.
2 Large 10%, 1 Large 17%, 1 Medium 6%, 1 Medium 10%.

Department Stores.
2 Large 10%, 1 Large 17&, 1 Medium 6%, 1 Medium 10%.

Wholesaler.
2 Large 10%, 1 Large 17%, 1 Medium 6%, 1 Medium 10%.

COMPANY 11 CONT'D

Industrial.
2 Large 10%, 1 Large 17%, 1 Medium 6%, 1 Medium 10%.

Chains.
2 Large 10%, 1 Large 17%, 1 Medium 6%, 1 Medium 10%.

Equipment Manufacturers.
2 Large 10%, 1 Large 17%, 1 Medium 33%, 1 Medium 10%.

Governments.
2 Large 10%, 1 Large 17%, 1 Medium 33%, 1 Medium 10%.

January 5, 1934.....Effective January 15, 1934.

Fifth filing changes some of prices on Flashlight batteries, No. 6 Dry Cells and Radio Batteries as follows:

Flashlight Batteries.
Equipment Manufacturers. Quotes for the first time on four special label and private label cells no list price being given.
Delivery - FOB customers factory cities in Standard Package shipments of 100 lbs. 10% service charge less than Standard Package quantities. Less than Standard Package, FOB shipping points.

No. 6 Dry Cells and Multiples.
List Price:
Reduces 1 single #6 cell 5% in East, 6% Pacific Coast.
Dealer:
Reduces 1 single #6 cell 5% in East, 3% Pacific Coast.
Wholesaler:
Reduces 1 single #6 cell 5% in East, 4% Pacific Coast.
Industrial:
Reduces 1 single #6 cell 7% in East, 10% Pacific Coast.
Equipment Manufacturers:
Reduces 1 single #6 cell 5% in East, 5% Pacific Coast.
Governments:
Reduces 1 single #6 cell 7% in East, 10% Pacific Coast.
Telephone Co.:
Reduces 1 telephone cell regular line on orders of -
5,000 or less 3% in East, 4% in Pacific Coast
5,000 to 10,000 3% " " 4% " " "
10,000 to 25,000 4% " " 3% " " "
Over 25,000 4% " " 3% " " "
Delivery - Adds freight allowance on 100 lbs., less FOB factory.

Radio Batteries.
Industrial-reduces police car 45V. 5%.
Governments- " " " 45V. 5%.
Wholesaler-Allows 5% discount on orders placed by industrial and governments on police car 45V, battery at prices quoted.

COMPANY 11 CONT'D

February 21, 1934.....Effective March 5, 1934.

Sixth filing makes revisions on flashlight cases and flashlight batteries and No. 6 cells.

Flashlight Cases:

Wholesalers and Jobbers.
Delivery - Adds: Freight allowed on shipments to distributors stocks regardless of weight or quantity.
Shipments direct to dealers regardless of weight FOB shipping point.

Industrials:
Delivery - Adds: Shipments delivered to customers cities regardless of weight.

Flashlight Batteries:
Wholesaler - Adds $\frac{1}{2}\phi$ per cell allowance on evidence of special prices to governments on 3 industrial type batteries.

March 9, 1934.....Effective March 12, 1934.
" March 19, 1934.

Seventh Filing revises prices, #6 cells to meet revision of Company #3 filed December 23, 1933 and revisions of radio battery to meet price filed by Company #3 on March 2, 1934.

No. 6 cells and Multiple Batteries.
Chain Stores. Reduces price 45 V. portable Spec.Label 25%.

March 23, 1934.....Effective April 2, 1934.

Eighth Filing. Revises prices on complete line of Flashlight cases, Flashlight Batteries, No. 6 Dry Cells and Multiples and Radio Batteries.

Flashlight Cases and Assortments.
Chain Stores. Adds prices on cases and assortments to this customer for first time quoting to this customer average 50% off list on assortments and average 46% off list on loose cases. Quotas on 4 assortments and 17 loose cases.

Flashlight Batteries:
Industrial. Reduces price 4 of 12 regular line cells 20%.
" " 3 industrial 20%.
Chain Stores. Increases price 3 of 11 private and special label 9%.
Equip. Mfrs. Increase price 4 of 11 priv. and spec. label 10%.
Govt. Reduces price on 4 of 12 reg. line cells 20%.
" " " 3 industrial line cells 20%.

No. 6 Dry Cells and Multiples.

List Price. Reduced on 6 of 12 regular line cells both single and multiple, percentage of decrease differing on each list quotation

COMPANY 11 CONT'D

of the 6 cells from 5% to 19%, Reduction on Pacific Coast on 5 of 11 items averaging 8% and on 6 of 12 items in the East 11%.

Dealer. Net prices reduced 3 out of 12 regular line cells in East and on 3 out of 12 regular line cells on Pacific Coast. Reductions in East and Pacific Coast varying 1% or 2% more or less from reduction in list price on each particular cell, and reduction on 7 items in East averaging 11% and on Pacific Coast on 3 items averaging 8%.

Department Store. Net price reduced 5 out of 10 regular line items in East and 3 out of 8 regular line items in West. Reduction in East and Pacific Coast varying 1% or 2% more or less from the reduction in list price on the same item. Reduction in East on 5 items averaging 15% and on Pacific Coast 11%.

Wholesaler. Net price reduced 7 out of 12 regular line items in East and 6 out of 11 regular line on Pacific Coast. Reduction in East and Pacific Coast varying 1% or 2% more or less from reduction on list price on same item. Reduction in East on 7 items averaging 12% and on Pacific Coast 9%. Omits quotation to this customer on 1 private label single and 1 private label multiple cell.

Industrial. Net price reduced on 4 of 10 regular line items 11% in the East. Net price reduced on 4 of 9 items, 10% on Pacific Coast.

Chain Stores. Net price reduced on 4 of 8 regular line items 18% in East. Net price reduced on 2 of 7 regular line items 13% on Pacific Coast.

Equipment Manufacturers. Net price reduced on 5 of 9 regular line items in East 13%. Net price reduced on 4 of 8 regular line items on Pacific Coast 8%.

Governments. Net price reduced on 8 of 9 regular line items in East 15%. Net price reduced on 6 of 8 regular line items on Pacific Coast 10%.

Telephone Companies. Reduces net price #6 single on all four quantities quoted 9% average in East and on Pacific Coast.

Radio Batteries.

List Price. Reduces price on 9 of 24 regular line 17%.

Retail Dealers. Reduces net price on 9 of 24 regular line 17%.

Department Stores. Reduces net price on 9 of 24 regular line 17%.

Wholesalers. Reduces net prices on 9 of 24 regular line 17%.

Industrial. Reduces net price on 9 of 24 regular line 16%.

Chain Stores. Reduces net price on 9 of 24 regular line 17%.

COMPANY 11 CONT'D

Reduces 2 (45 V. reg. and heavy duty) private and special label, average 9%.

Mail Order. Reduces 3 (45 V. regular and heavy duty and portable) private and special label, average 26%.

Equipment Manufacturers. Reduces net price of 9 out of 24 regular line average 17%.

Governments. Reduces net price of 20 of 24 regular line average 12%.

March 20, 1934.....Effective March 28, 1934.

Flashlight Assortments.

Ninth filing discontinues flashlight cases in two assortments dials and offers 50,000 of each type to trade, reducing price of one to 10¢ per case and the other to 16¢ per case.

May 19, 1934.....Effective June 1, 1934.

Tenth filing superseding all previous prices quotes prices on full line of Flashlight Batteries, No. 6 Dry Cells and Multiples and Radio Batteries but not on flashlights. Revises some prices of others down. Reduction on Radio Batteries made in ninth filing is revised upward about 60% and prices of batteries on which no reduction was made in ninth filing are reduced.

Flashlight Batteries.

Industrial and Governments. Increases net prices 9 out of 12 regular line average 11%. Increases net prices 3 industrial cells average 26%.

Wholesaler. Omits discount of $\frac{1}{2}$¢ per cell on orders from industrials and governments.

Mail Order. Increases 7 out of 9 private and special label cells 9%.

Toy Manufacturers. Changes annual quantities on which quotations are made to less than 500,000 and more than 500,000.

No. 6 Dry Cells and Multiples.

Industrial. Reduces prices 3 regular line unit cells average 5% in East and on Pacific Coast. Omits quotations on 3 regular line unit cells.

Government. Increases prices 3 regular line unit cells average 5% in East and on Pacific Coast, 3 regular line multiple cells in East 5%, so that prices to industrials as reduced and prices to Governments as increased are the same. Omits quotations on 3 regular line unit cells.

COMPANY 11 CONT'D

Wholesalers. Omits 5% discount allowance on orders taken from Industrials and Governments.

Chain Stores. Increases price private and special label single cell East 1%, Pacific Coast 17%.

Mail Order. Increases price private and special label single cell East 1%.

Equipment manufacturers. Omits quotations on 3 regular line unit cells.

Radio Batteries.

List price. Increases on 5 (45 V. and medium and large and Police Car types) average 12%. Reduces on 6 (1, 45V.Portable; 3, 22½ V.,1, 4½ V., 1, 7½ V. "C") average 25%. Quotes on 24 regular line including these changes.

Dealer. Increases on 5, (45 V. med. and large and police car types) average 12%. Reduces on 6, (1,45 V. Portable;3,22½ V., 1, 4½ V., 1, 7½ V. "C") Average 29%.
Quotes on 24 regular line including these changes.

Department Store. Increases on 5 (45 V. med. and large and police car types) average 10%. Reduces on 6 (45 V. portable; 3, 22½ V., 1, 4½ V., 1, 7½ V. "C") average 32%.
Quotes on 24 regular line including these changes.

Wholesaler. Increases on 5 (45 V. med. and large and police car type) average 12%. Reduces on 6 (1,45 V.Portable; 3, 22½ V., 1, 4½ V., 1, 7½ V. "C", average 32%.
Quotes on 24 regular line including these changes.
Omits 5% discount allowance on orders from industrial and government.

Industrial. Increases on 5 (45 V. med. and large and police car type) average 13%. Reduces on 6 (1,45 V.Portable; 3, 22½ V., 1, 4½ V., 1, 7½ V. "C") average 30%.
Quotes on 24 regular line including these changes.

Governments. Increase on 12 (2 med. and 2 large 45 V.,1, Police car type, 1 auto type, 3, 22½ V. vertical, horizontal and Auto; 1, 15 V. "C" and 1 aircraft) average 8%.
Reduces on 7 (1-45 V. Portable, 1-22½ V."B" and "C", 2-22½ V. Portable vertical, 2-4½ V. "C", 1-7½ V. "C",) average 25%.
Quotes on 24 regular line including changes.
Delivery - Adds 10% service charge for broken standard packages.

Chain Store. Increase 2, (1-45 V. med., 1-45 V. large) average 8%. Reduces 2 (1-22½ V. "B" & "C", 1-4½ V. "C") average 12%.
Quotes on four regular line only including the changes mentioned.
Increases 2 (1-45 V. med., 1-45 V. large) private and special label, 5%.

COMPANY 11 CONT'D

Reduces 1-45 V. Portable private and special label, 15%.
Quotes on 6 private and special label including changes mentioned. Increases 2 (1-45V. med. and 1-45 V.large) private and special labels, 5%.
Reduces 2 (1-22½ V. Portable, 1-45 V. portable private and special label, 12½%.

Equipment Manufacturers. Increases 5 (45 V. medium, large and police car type, average 11%.) Reduces 7 (1-45 V. portable, 1-22½ V. "B" and "C", 2-22½ V. portable vertical, 2-4½ V. "C" and 1-7½ V. "C",) average 26%.
Quotes on 24 regular line including changes mentioned.

June 4, 1934.....Effective June 14, 1934.

11th filing changes prices on three flashlight cases and 2 dry cells as follows:
Flashlight cases to the wholesaler. Quotes on 2 cases (1-2cell minor regular black, 1-3 cell minor focussing nickel plated) on which no filed quotations apparently appear.

Industrial and Governments. Quotes on 0-3 cell tubular regular black in quantities of less than 25,000 and in quantities of more than 25,000 on one order both in the East and on the Pacific Coast. There is no previous filed price for this item. Quotes on one 2 cell minor regular, black, and one 3 cell minor focussing spotlight, nickel, on which no previously filed prices appear.

No. 6 Dry Cells and Multiples.

Government. Quotes this customer for the first time on 16 cell light house battery and 10 cell light house battery. No previous filed quotations on these batteries.

June 9, 1934..... Effective June 9, 1934.

No. 6 Dry Cells and Multiples. 12th filing.
Lists 100,000 cells packed in 12 cell packages as discontinued in the filing effective June 1, 1934 which are to be sold at the same prices listed in the June 1st filing for 25 cell packages.

June 19, 1934.....Effective June 29, 1934.

Flashlight batteries. 13th filing.
Lists 2 batteries and lamp combination quoting to governments only. Lists 4 quotations to Equipment Manufacturers on private and special label items quoted to this customer for the first time. There is no list price on private and special label items filed.

No. 6. Cells and Multiples.

Government. Quotes on 2 new items (1-7½ V. light house

COMPANY 11 CONT'D

battery and one-6 V. light house battery.
No quotations to other customer classifications.

June 27, 1934.....Effective July 7, 1934.

No. 6 Dry Cell. 14th filing.
Quotes on one new 6 inch cell railroad and industrial type, list price quoted in the East and on the Pacific Coast.

Dealer. 30% off the list in the East. 36% off the list on the Pacific Coast.

Wholesaler. 48% off the list in the East. 52% off the list in Pacific Coast.

Industrial and Government. 42% off list in the East. 48% off list in Pacific Coast.

Equipment Manufacturers. 52% off list in East. 56 off list in Pacific Coast.

July 17, 1934.....Effective July 27, 1934.

Flash light batteries.

Industrials. 15th filing changes delivery terms to this customer so that shipments of 3 items of cells in Standard Packages weighing slightly less than 100 lbs. are classed as 100 lb. shipments and freight is allowed.

August 4, 1934.....Effective August 14, 1934.

16th filing. Adds to the list already filed 2 - 3 cell tubular flashlight batteries and quotes to government only on such items. Adds to the list 1 four inch dry cell and quotes to the government only.

November 12, 1934.....Effective November 22, 1934.

Flashlight batteries. 17th filing changes the price on one 2 cell pen light as follows:
List price. Reduced 33 1/3%.
Dealer. Net price reduced 33 1/3%.
Wholesaler. Net price reduced 33 1/3%.
Industrial. Net price reduced 35%.
Government. Net price reduced 35%.
Chain Store. Net price reduced 33 1/3%.
" " Broken package net price reduced 35%.
Equipment Manufacturers. Net price reduced 33 1/3%.
Chain Store. Increases private and special label pen light cells in broken packages 9%.

COMPANY 11 CONT'D

November 17, 1934.....Effective Dec. 1, 1934.

Flashlight Batteries. 18th filing.
Quotes on 2 pen light unit cell private and special label.
List Price. filed for the first time on this cell.
Dealer. 35% off list.
Department Store. 46% off list.
Government and Industrial. 46% off list.
Wholesaler. 50% off list.
Equipment Manufacturers. 55% off list.

Quotations on this item are given in previous filings to Chain Stores and Mail Order Houses but not to the above mentioned customers.

COMPANY #12

November 24, 1933.....Effective November 23, 1933

Original Filing includes prices on a full line of Flashlight Batteries, #6 Dry Cells & Multiples, and Radio Batteries. In taking off the changes in price of this company, only one item is used under each classification. Under Flashlight Batteries the large unit cell is used. Under #6 Dry Cells & Multiples the single #6 cell is used, and under Radio the heavy duty 45V battery is used.

Flashlight Batteries

List Price is filed on the large unit cell.

Department Stores - a price of 52% off the list is quoted to this customer.
Wholesaler and Jobber. The price of 57% off the list is quoted to this customer.
Industrial. A quantity price is quoted to this customer being 52% off the list for less than 5400 annually and 57% off the list for more than 5400 annually.
Chain Stores. This customer is quoted 57% off the list.

Equipment Manufacturers. This customer is quoted 62% off the list.

Government is quoted 50% off the list.

Toy Manufacturers. This customer is quoted on a quantity basis 70% off the list for less than 250,000, 73% off the list for 250,000, 500,000, and 75% off the list for more than 500,000.
Private and special label flashlight batteries - No list price is quoted on these brands of batteries. The quotation of the Wholesaler & Jobber being 70% off the list of the regular line batteries, the Chain Store being 70% off the regular line batteries. Mail Order being 73% off the list of the regular line batteries. Toy Manufacturers being 73%, 75% and 78% off the list of the regular line batteries for the quantities quoted under the regular line.
Delivery to all customers with freight allowed in 100# or less with 2% discount for car load shipments to Wholesalers & Jobbers.
Terms 2% 10th Prox for all customers.

#6 Dry Cells & Multiples.

Price List. Quoted both in the East and on the Pacific Coast, the list price on the Pacific Coast being 12% higher than the Eastern price. The list price is quoted on the special label batteries but none on the private label battery.
Department Store. A net price is quoted of 43% off the list in the East and 43% off the list on the Pacific Coast. On private label brand, this customer is quoted 47% off the regular line in the East and on the Pacific Coast. On special label brand this customer is quoted 39% off the list in the East and 28% off the list on the Pacific Coast.

COMPANY #12 (Continued)

Industrial. Quoted 45% from the list both in the East and on the Pacific Coast. On special label brands 41% off the list in the East and on the Pacific Coast.

Chain Stores. This customer is quoted 47% off the regular line list in the East and on the Pacific Coast. On private label brand the customer is quoted 53% off the regular line list in the East and on the Pacific Coast. On special label brand this customer is quoted 45% off the list in the East and 45% on the Pacific Coast.

Equipment Manufacturers. On the regular line batteries, this customer is quoted 53% off the list in the East and on the Pacific Coast.

Wholesalers & Jobbers. This customer is quoted 47% off the list in the East and on the Pacific Coast on regular line batteries. On private label batteries this customer is quoted 54% off the list in the East and on the Pacific Coast. On special label brand batteries this customer is quoted 45% off the list in the East and on the Pacific Coast.

Government. This customer is quoted 45% off the list in both the East and on the Pacific Coast, on the regular line and 41% off the list on the special lable brand.

Mail Order Houses. This customer is quoted 50% off the regular line list on private label batteries in both the East and on the Pacific Coast.

Delivery. A 2% discount for car load shipments is allowed to Wholesalers & Jobbers. All customers are allowed the freight on 100# shipments or more.

Terms. 2% 10th Prox.

Radio Batteries.

List price is filed on the regular line but not on the private or special label brands.

Department Stores. This customer is quoted 39% off the list.

Wholesalers & Jobbers. This customer is quoted 45% off the list on the regular line, and 53% off the list on the private and special label brands.

Industrial. This customer is quoted 42% off the list.

Chain Stores. This customer is quoted 45% off the list.

Mail Order houses. This customer is quoted 57% off the list on private label brands.

Equipment Manufacturers. This customer is quoted 50% off the list.

Government. This customer is quoted 42% off the list.

Delivery 2% discount for car load shipments to Wholesalers

COMPANY #12 (Continued)

and Jobbers. Freight allowed on 100# shipments or over to all customers.
Terms 2% 10th Prox.

December 22, 1933.....Effective December 29, 1933

Second Filing. Generally changes delivery terms to certain customer classifications and, in some instances, reduces the price on Flashlight Batteries to certain customers, Radio Batteries to certain customers and #6 Dry Cell Batteries to certain customers. It increases the price to Toy Manufacturers and adds delivery price to Telephone Company on the Flashlight Battery.

Flashlight Batteries

Wholesalers & Jobbers. Reduces the price on small unit cells 7% on special and private label brands.
Money Order houses. Reduces the price for both large and small unit cells 8% on private and special label brands.
Chain Stores. Reduces the net price on private and special label brands 8%
Toy Manufacturers. Changes quantities on which prices are quoted to less than 500,000, 500,000 to 1,000,000, 1,000,000 to 3,000,000, and 3,000,000 or more annually, and raises the prices for less than 500,000 8% on both the regular line and private and special label brands, and on quantities of 500,000 to 1,000,000 raises the prices 19% on both regular line and private and special label brands.

Delivery terms to this customer changes to F.O.B. one city in the middle West, with freight equalized with competing manufacturers' factory cities.

Delivery.
Wholesalers & Jobbers 10% service charge for direct shipment to Dealers. Freight allowed on 100# and less than 100# F.O.B. three cities in the East, 4 in the mid-West and 2 on the Pacific Coast.
Chain Stores. F.O.B. three cities in the East, 3 in the mid-West, and 2 on the Pacific Coast, and chain companies' warehouse cities.
Equipment Manufacturers. Freight allowed in 100# shipments 10% service charge on less than standard package quantities. Less than 100# shipments F.O.B. 3 cities in the East, three in the mid-West, and two on the Pacific Coast.

#6 Dry Cells & Multiples

Chain Stores. Reduces the price on private and special label #6 cells 10% in the East and 8% on the Pacific Coast. Delivery F.O.B. 3 cities in the East, 2 cities in the mid-West, and 2 cities on the Pacific Coast & Chain Companies' warehouse cities.

Quotations to this customer for the first time in annaul quantities of less than 5,000, 5,000 to 10,000, 10,000 to 25,000, and 25,000 and over, and quotes 35% 38% 41% and 44% off the list price for the respective quantities mentioned in the East and on the Pacific Coast.

Delivery. Freight allowed in 100# or more of standard package quantities. 10% service charge on less than standard package quantities. Direct shipments not subject to service charge.

Radio Batteries.

Wholesalers & Jobbers on private label brand reduces the net prices 14%

Chain Stores. On private and special label brands reduces the net price average of 10%. Delivery F.O.B. 3 cities in the East, 2 in the mid-west, 2 on the Pacific Coast, and Chain Companies' warehouse cities.

To Wholesalers & Jobbers on the right is reserved to allow to this customer a discount not exceeding 10% from the list quoted on all Flashlight Batteries, #6 Dry Cells and Multiples, and Radio Batteries in consideration of the quantity or cost of selling or other expenses.

January 22, 1934 ..... Effective February 1, 1934

Third Filing - Revises prices on Radio Batteries to the Wholesaler & Jobber and on Radio Batteries, #6 Cell, and Flashlight Batteries to the Chain Stores. This filing reserves the right to allow discounts to the customers mentioned, to wit Chain Stores and Wholesalers are not to exceed 10% in consideration of the quantity or cost of selling or other expense, such discount to run on the prices on this filing.

Chain Stores - On private and special label brands quotes additional items of Radio Batteries, #6 Dry Cells & Multiples, and Flashlight Batteries, This is the first filing of seven items quoted to this customer. Terms to this customer on these prices are net.

Wholesalers & Jobbers - revises prices on Radio Batteries on 7 of 10 regular line items the revision being upward of an average of about 7%. On special and private label brands a revision is upward about 7% on 7 of 9 items listed.

February 23, 1934 ..... Effective March 5, 1934

Fourth Filing - quotes a price on a standard "B" battery, private label, to Mail Order houses. This is a first filing on this item to this customer.

COMPANY #12 (Continued)

February 28, 1934 ..... Effective March 10, 1934

Fifth Filing - revises price on private and special label unit cells to Wholesalers & Jobbers 10% downward.

March 14, 1934 ..... Effective March 24, 1934

Sixth Filing - cancels the reservation of 10% discount on all types, grades and brands of battery and applying to all types, grades and brands of battery reserved the right to allow a discount not exceeding 40% from the filed prices in consideration of the quantity, quality, or any cost of selling or transportation. This discount apparently runs to all customers.

May 7, 1934 ..... Effective May 15, 1934

Seventh Filing - quotes on a full run of Flashlight Batteries, #6 Dry Cells & Multiples, and Radio Batteries.

Flashlight Batteries.

Dealer - quotes prices for the first time to this customer 47% off the list on regular line batteries only.
Wholesaler & Jobber - increases small unit cell 6% and decreases large unit cell 5%.
Increases private label small and large unit cell 7%
Terms 2% 10th Prox net 30.
Chain Stores - Increases private and special label small unit cell 9%
Delivery F.O.B. three cities in the East, three cities in the mid-west and two on the Pacific Coast.
Mail Order - quotes to this customer for the first time on private label, small and large unit cell. Delivery F.O.B. destination in 100# lots.

Government - delivery conditions changed to F.O.B. destination.

Equipment Manufacturers - Delivery change adds 10% service charge on less than standard package quantities.
Terms generally changed to all customers to 2% 10th Prox net 30.

#6 Dry Cell & Multiple Batteries

Dealer - quotes to this customer for the first time 37% off the list in both the East and on the Pacific Coast.
Wholesalers & Jobbers - decreases the price in the East 10% on the single cell, and increases the price on the Pacific Coast 5%.
Delivery - adds 10% service charge for broken package shipments or direct shipment to dealers.
Terms 2% 10th Prox. net 30.
Increases on private and special label brands, single cells, 16% on the Pacific Coast.

COMPANY #12

Decreases price on telephone cells in the East 5% and increases the price on telephone cells on the Pacific Coast 9%.
On telephone cells allows freight on shipments of 100#.
Chain Stores - Increases private and special label single cell 10% in the East and 24% on the Pacific Coast.
Telephone Companies - delivery terms add 2% discount on car load quantities.
Government - Changes delivery to F.O.B. destination.

Radio Batteries.

Wholesalers & Jobbers - increases one heavy duty private and special label 6%
Decreases one 4½V "C" and 1 - 22½ "B" & "C" average of 6%.
Increases 1 - 45V regular private and special label 4%
Decreases 1 - 45V heavy duty private and special label 6%
Delivery on this adds 10% service charge for broken packages on direct shipments to dealers.
Mail Orders - changes delivery conditions to F.O.B. destination.
Decreases 1 - 45V private and special label 6%
Chain Stores - Increases to private and special label 45V average 9%
Government - delivery conditions changed F.O.B. destination. Terms to all customers changed to 2% 10th Prox, net 30.

May 16, 1934 ..... Effective May 31, 193

Eight Filing - revises the prices of Mail Order houses on Radio Batteries, #6 Dry Cells & Multiples, and on Flashlight Batteries, private and special label brands, to this customer an average 15%. Terms to this customer changed to 2% 30 days. Delivery to this customer on these private & special label brands changed to F.O.B. this company's factory.

May 24, 1934 ..... Effective May 15, 1934

Ninth Filing - This filing withdraws schedule of prices filed on May 7, 1934 effective May 15, 1934 and reinstates the prices in effect prior to said schedule.

May 24, 1934 ..... Effective June 1, 1934

Tenth Filing - quotes on a full line under a new schedule on Flashlight Batteries, #6 Dry Cells and Radio Batteries.

Flashlight Batteries

Dealer - Reduces price on small unit cells 5%
Department Stores - Increases the price from a small unit cell 4%

COMPANY #12

Wholesalers & Jobbers - Increases the price on small unit cell 4%
Decreases the price on the small and large unit cell, private and special label, 9%
Government & Industrial - Increases the price on small unit cell 4%. Delivery adds 10% service charge for less than standard package quantities.
Equipment Manufacturers
Decreases price on small unit cell 6%
Toy Manufacturers - Increases price on small unit cell 9%
Increases price on the small unit cell, private and special label 17% in the East, and 9% on the Pacific Coast.
Delivery changes to F.O.B. one city in the mid-west, freight equlized with manufacturers factory cities.
Chain Stores - Decreases price on small unit cell, private and special label 9%. Delivery change allows freight to Chain Store Companies warehouse cities.
Mail Order - Increases price on private and special label, small and large unit cell 17%. Delivery adds 2% discount for car load shipments.

Terms generally to all customers 2% 10th Prox.

#6 Dry Cell & Multiple Batteries

List price reduces 14% in the East, 10% on the Pacific Coast.
Dealer - On the single cell reduces net price 18% in the East and 16% on the Pacific Coast.
Department Stores - Decreases price on single cell 20% in the East and 17% on the Pacific Coast.
Wholesalers & Jobbers - Decreases single cell net price 20% in the East and 17% on the Pacific Coast.
Decreases private and special label single cell 15% in the East and 13% on the Pacific Coast.
Government & Industrial - Decreases net price 16% in the East and 13% on the Pacific Coast.
Delivery adds 10% service charge for less than standard packages.
Chain Stores - Decreases single cell 20% in the East, 17% on the Pacific Coast.

10th Filing

#6 Dry Cell & Multiple Batteries, Continued

Equipment Manufacturers - reduces single cell 20% in the East, 16% on the Pacific Coast, Delivery adds 10% service charge for less than standard packages.

COMPANY #12

Telephone Companies - decreases the prices on the 4 quantity classifications 7%, 5%, 4% and 3% respectively in the East and on each of the four quantity classifications 3% on the Pacific Coast. Delivery omits 2% discount on car load quantities.

Terms generally to all customers changes 2% 10th Prox.

Radio Batteries

List price - Increases on 2- 45V medium and heavy duty 7%
Dealer - Increases price on 45V medium 2%
Decreases on 45V heavy duty 2%
Department Stores - Decreases on 45V medium and heavy duty 1%
Wholesalers - Increases on 45V medium 2%
Decreases on 45V heavy duty 2%
Reduces private and special label 4 of 8 items (45V regular heavy duty and 22½V "B" & "C") average 12%
Government & Industrial - Increases 45V medium and heavy duty average 5%
Equipment Manufacturers - Increases 45V medium and heavy duty 2%. Delivery adds 10% service charge.
Chain Stores - Decreases private and special label brand, 4 itmes (45V regular and heavy duty and 22½V "B" & "C" Batteries) average 12%
Mail Order - Increases 2 of 9 items, private and special label (4½V "C" and 22½V "B" & "C") average 4%. Delivery changes to F.O.B. factory.

June 14, 1934 ..... Effective June 14, 1934

Eleventh Filing - Revises delivery terms on Radio Batteries to all customers by allowing freight on car load quantities and a 2% discount for car loads.

October 5, 1934 ..... Effective October 15, 1934

Twelfth Filing - Reduces the price to Wholesalers on the 1 - 4 cell Multiple Battery, private and special label brand 3%.
Delivery to all customers on all items, the right reserved to deduct estimated freight rate to customers' destinations from delivery prices if customer desires to purchase on an F.O.B. factory basis.

1st Filing

November 13, 1933 ..... Effective November 23, 1933

Original Filing quotes prices on a full line of Radio Batteries, #6 Dry Cells & Multiples, Flashlight Batteries, and Flashlight Cases and Assortments.

COMPANY #13

A discount is allowed on Radio Batteries, #6 Dry Cells & Multiples, Flashlight Batteries, and Flashlight Cases of 5% to the Druggists' Supply Corporation, an Association of more than 100 wholesale druggists.

On Radio Batteries, #6 Dry Cells & Multiples, Flashlight Batteries, and Flashlight Cases, a sales corporation allowance of 5% is granted to the Atlas Supply Company, a superdistributor selling only to distributors.

Radio Batteries

A list price is quoted on this type of Battery and a net price to the various customer classifications. The discount off the list price to these customers is as follows:

To the Dealer	30%	off the list.
" " Dept. Stores	39%	" " "
" " Distributor	47%	" " "
" " Industrial & Government	42½%	" " "
" " Chain Stores	63%	" " "
" " Equipment Manufacturers	63%	" " "
" " Mail Order Houses	67%	" " "

A 5% rebate is granted to distributors on sales to Industrials or Governments on one battery only,

Delivery to Industrial and Governments: Freight allowed on standard package as of 100 lbs.

Dealer & Department Stores: 10% service charge for less than unit package quantities.

Distributor: Freight allowed on orders of standard package quantities of 100 lbs. or more. All other shipments F.O.B. Company's warehouse. 10% service charge for less than standard packages or for direct shipment to dealers. No service charge on orders for shipments to Industrials or Governments. 2% discount on carload quantity.

Chain Stores:

Delivery: Standard Package quantities of 100 lbs. or more F.O.B. 3 cities in the East, 4 in the Middle West, and 2 on the Pacific Coast. 10% service charge for less than standard package quantities. 2% discount on carload shipments.

Equipment Manufacturers; Freight allowed on carload shipments. 10% service charge for less than standard package quantities. On purchases for resale to distributors, lower prices may prevail but manufacturers' resale prices will conform with this Company's distributor prices.

COMPANY #13

Mail Order Companies: Freight allowed on carload shipments. 2% discount allowed on carloads delivered East of the Rockies.

Terms: To all customers but Mail Order Houses 2% 10th prox., net 30th prox. To Mail Order Houses 2% 10 days.

#6 Dry Cells & Multiples:

Quotes a list price and a net price to the various customer classifications as follows:

To the Dealer	28%	off the list
" " Department Stores	41%	" " "
" " Distributor	48%	" " "
" " Industrial & Government	43%	" " "
" " Chain Stores	59%	" " "
" " Equipment Manufacturers	55%	" " "
" " Mail Order Houses	65%	" " "

Delivery:

Industrials & Government: Freight allowed on standard package quantities of 100 lbs.

Distributor: No service charge for orders shipped to Industrials or Governments. 10% service charge on orders for less than standard package quantities or direct shipment to dealers. Freight allowed on standard package shipments of 100 lbs. or more.

Chain Stores:

Delivery: Standard package quantities of 100 lbs or more F.O.B. 3 cities in the East, 4 in the Middle West, and 2 on the Pacific Coast. 10% service charge for less than standard package quantities. 2% discount on carload shipments.

Equipment Manufacturers: Freight allowed on carload shipments. 10% service charge for less than standard package quantities. On purchases for resale to distributors, lower prices may prevail but manufacturers' resale prices will conform with this Company's distributor prices.

Mail Order Companies: Freight allowed on carload shipments. 2% discount allowed on carloads delivered East of the Rockies.

Terms: To all customers but Mail Order Houses 2% 10th prox., net 30th prox. To Mail Order Houses 2% 10 days.

Flashlight Batteries

A list price is quoted and a net price to all customer classifcations, as follows:

To the Dealer	35%	off the list
" " Dept. Stores	45%	" " "
" " Distributor	52%	" " "
" " Industrial & Government	30%	" " "

COMPANY #13

To the Distributor--a rebate on Industrial business of 1/2% per sale is allowed.
" " Chain Stores----------73% off the list
" " Equipment Manufacturers----------70%, 65%, & 78% off the li for quantities of less than 250,000 annually, 250,000 to 500,000 annually, and over 500,000 annually, respectively.
" " Mail Order Houses----------73% off the list.

Deliveries:
Industrial & Government: Freight allowed on standard package quantities of 100 lbs.
Dealer & Department Store: 10% service charge for less than standard package quantities.
Distributor: Freight allowed on standard package quantities of 100 lbs. or more. All other shipments F.O.B. this company's warehouse. 10% service charge for less than standard package quantities and direct shipment to dealers. 2% discount on carload quantities.
Chain Stores: Standard package quantities of 100 lbs. or more F.O.B. 3 cities in the East, 4 in the Middle West, and 2 on the Pacific Coast. 10% service charge for less than standard package quantities. 2% discount on carload shipments.
Equipment Manufacturers: Freight allowed on carload shipments. 10% service charge for less than standard package quantities. On purchases for resale to distributors, lower prices may prevail but manufacturers' resale prices will conform with this Company's distributor prices.
Mail Order Companies: Freight allowed on carload shipments. 2% discount allowed on carloads delivered East of the Rockies.
Terms: To all customers but Mail Order Houses 2% 10th prox., net 30th prox. To Mail Order Houses 2% 10 days.

Flashlight Cases & Assortments

A list price is quoted on these assortments and a net price to all customer classifications, as follows:

To the Dealer----------35% off the list
" " Dept. Stores----------46% " " "
" " Distributor----------54% " " "
" " Industrial & Government----------49% " " "
" " Chain Stores----------60% " " "

Deliveries:
Industrial & Government: Freight allowed on standard package quantities.
Distributor: Freight allowed on standard package quantities. 10% service charge for less than standard package quantities or direct shipment to dealers. No service charge

COMPANY #13

on orders for shipment to Industrials or Governments.

Chain Stores: Standard package quantities of 100 lbs. or more F.O.B. 3 cities in the East, 4 in the Middle West, and 2 on the Pacific Coast. 10% service charge for less than standard package quantities. 2% discount on carload shipments.

Equipment Manufacturers: Freight allowed on carload shipments. 10% service charge for less than standard package quantities. On purchases for resale to distributors, lower prices may prevail but manufacturers' resale prices will conform with this Company's distributor prices.

Mail Order Companies: Freight allowed on carload shipments. 2% discount allowed on carloads delivered East of the Rockies.

Terms: To all customers but Mail Order Houses 2% 10th prox., net 30th prox. To Mail Order Houses 2% 10 days.

2nd Filing

December 26, 1933.....Effective January 1, 1934

The second filing quotes on a full line of Flashlight Batteries, #6 Dry Cells & Multiples, Radio Batteries, and Flashlight Cases and Assortments to all customer classifications.

Flashlight Batteries

To Chain Stores: Reduces net price on small unit cell to this customer 9%.

Delivery: Freight allowed to Chain Store Company's Warehouse Cities.

Equipment Manufacturers: Quotes a price on small and large [illegible] size unit cells in quantities of 500,000 annually, 500,000 to 1,000,000 annually, 1,000,000 to 3,000,000 annually, and over 3,000,000 annually, and on such quantities quotes to this customer 70%, 73%, 75%, and 78% off the list.

Delivery: Freight allowed when ordered in lots of 100 lbs. of standard packages; otherwise F.O.B. 3 cities in the East, 3 in the Middle West, one in the West, and 2 on the Pacific Coast. 10% service charge for less than standard package quantities. Where manufacturers, purchasing for resale to distributors, lower prices may prevail but manufacturer's resale prices will conform to this company's distributor prices.

Mail Order Houses: Reduces small size unit cell 9%

Delivery: Right reserved to allow discounts not exceeding 10% on prices quoted in consideration of quantity, quality, or in cost of selling or transportation.

Distributor:

Delivery: Adds 10% service charge on less than standard package quantities. Also direct shipment to dealers may be waived on orders for samples.

COMPANY #13

#6 Dry Cells & Multiples

Distributor: Delivery adds 10% service charge on less than standard package quantities and direct shipment to dealers may be waived on orders for samples.
Chain Stores: Reduces net price on #6 cells 4% in the East and increases 13% on the Pacific Coast.
Delivery: Adds F.O.B. to Chain Store Companies' Warehouse Cities. Omits allowance for freight on standard package of 100 lbs. or more.
Equipment Manufacturers: Reduces #6 single cell 4% in the East and increases 13% on the Pacific Coast.
Delivery: Omits an allowance for freight in carload quantities and adds a freight allowance in lots of 100 lbs. of agreed standard package quantities. All other orders F.O.B. 3 cities in the East, 3 in the Mid-West, one in the West, and 2 on the Pacific Coast.
Mail Order Companies:
Delivery: Adds a reservation of the right to allow a discount not exceeding 10% in consideration of the quantity, quality, or in the cost of selling or in transportation.

Radio Batteries

List price reduces 45 V heavy duty 23%

Dealer: Reduces 45 V heavy duty 23%.
Department Stores: Reduces 45 V heavy duty 23%.
Distributor: Reduces 45 V heavy duty 25%.
Delivery: Omits 5% discount on Industrial and Government orders.
Industrial & Government: Reduces 45 V heavy duty 23%.
Mail Order Houses: Reduces 2-45 V standard and extra heavy 3%. Increases 45 V heavy duty 3%.
Delivery: Right reserved to allowed discount not exceeding 10% in consideration of the quantity, quality, or in cost of selling or transportation.
Chain Stores: Reduces 3-45 V standard heavy duty and extra heavy, average 6%.
Delivery: Omits freight allowance in standard packages of 100 lbs. or more. Adds freight allowance to Chain Store Company's Warehouse Cities.
Equipment Manufacturers: Reduces 3 standard heavy duty and extra heavy 45-V, average 8%.
Delivery: Omits freight allowance in carload lots. Adds freight allowance in lots of 100 lbs. of agreed standard package quantity. All other orders F.O.B. 3 cities in the East, 3 in the Mid-West, one in the West, and 2 on the Pacific Coast.

COMPANY #13

Flashlight Cases & Assortments

List price on 3-cell searchlight reduces 7½.

Dealers net price on 3-cell searchlight reduces 7½.
Dept. Stores net price on 3-cell " " "
Distributor net price on 3-cell searchlight reduces 7½.
Industrials & Government net price on 3-cell searchlight reduces 7½.

3rd Filing

January 2, 1934.....Effective January 2, 1934

The 3rd filing corrects price on one Radio Battery as filed in the filing effective January 2, 1934. The correction decreases the list price on 1-45 V extra heavy Radio Battery 15%.

Dealer: Decreases the list price on 1-45 V extra heavy Radio Battery 15%.
Dept. Stores: Decreases the list price on 1-45 V extra heavy Radio Battery 15%.
Distributor: Decreases the list price on 1-45 V extra heavy Radio Battery 15%.
Industrials & Governments: Decreases the list price on 1-45 V extra heavy Radio Battery 15%.

4th Filing

January 17, 1934.....Effective January 15, 1934

Reduces list price to Telephone Companies on #6 Telephone Cells 5% in the East and 6% on the Pacific Coast.

To the dealer: Reduces #6 Telephone Cells 3% in the East and on the Pacific Coast.
To the distributor: Reduces #6 telephone cells 16% in the East and 20% on the Pacific Coast.
To the Industrial & Government: Reduces #6 telephone cells 23% in the East and 28% on the Pacific Coast.

Radio Batteries

Reduces net price to Industrial & Government 11%.

5th Filing

February 1, 1934.....Effective February 11, 1934

The 5th filing adds delivery specifications on flashlight cases, adding freight allowance regardless of weight or package quantity.

COMPANY #13

6th Filing

February 9, 1934.....Effective February 18, 1934

The 6th filing quotes to one company only on a 2-cell miner spotlight 69% off the list.

Adds two new quotations on Flashlight Batteries, one single socket lamp tested D cells, and one double socket lamp tested D cells, Private Label brand.

7th Filing

February 15, 1934.....Effective February 25, 1934

The 7th filing quotes on 3 new items of Radio Batteries, one composit B & C Battery G cells, one A Battery G Cells, and one A Battery F Cells.

Revises Flashlight Battery specifications by changing standard package quantity from 60 to 6.

8th Filing

March 12, 1934..... .....Effective March 22, 1934

The 8th filing reduces the list price on 4 of 16 flashlight cases 16%, and increases the list price on one Flashlight Case 20%.

Delivery: Omits a freight allowance on standard package quantities on shipments to distributors stocks and adds freight allowance for shipment to distributor stocks regardless of weight except on Flashlight "deals" which must be in standard package quantities.

9th Filing

March 15, 1934.....Effective March 26, 1934

The 9th filing quotes a discount to the distributor on Dry Batteries and Flashlight Batteries as follows:

Chain Store Distributor is forced to quote to Industrials or Governments under this Company's filed price to these customer classifications. 5% commission will be allowed the distributor from such quotation except in the case of flashlight unit cells, in which case the commission will be 10% instead of 5%.

Delivery:

Chain Stores: On Dry Batteries and Flashlights a customer will be allowed the difference of the estimated transportation cost ere he wished to purchase on an F.O.B. factory basis.

COMPANY #13

10th Filing

March 27, 1934.....Effective April 6, 1934

A complete revision of Flashlight Battery, #6 Dry Cells and Radio Battery prices.

Flashlight Batteries:

Industrial and Government: Reduces standard of small unit cells 20%
Chain Stores: Reduces standard size unit cell 9%.
Terms: 2%-10 proximo.
Mail Order Companies: Reduces standard and small size unit 10%.
Delivery: Omits 10% discount in consideration of quantity, quality or or in cost of selling or transportation.
Terms: 2%-10 proximo.
Distributors:
Delivery: Omits allowance for freight on 100 lbs. of standard package container such allowance on 100 lbs.
Credit ½¢ for cell on evidence of extension of special prices to industrial and government.
Terms: 2%-10 proximo.

#6 Dry Cells and Multiples

List price: Single cell reduced - East 19% - P. C. 16%

Dealer net price (which approximates a discount off) single cell reduced East 25% - P. C. 21%.
Distributor net price (which approximates a discount off) single cell reduced East 29% - P. C. 21%.
Industrial net price (which approximates a discount off) single cell reduced East 21% - P. C. 19%.
Governments net price (which approximates a discount off) single cell reduced East 29% - P. C. 25%.
Chain stores net price (which approximates a discount off) single cell reduced East 6% - P. C. 17%.
Equipment Manufacturers net price (which approximates a discount off) single cell reduced East 6% - P. C. 10%.
Mail Order net price (which approximates a discount off) single cell reduced - 17%.
Delivery: Omits reservation of right to grant a 10% discount in consideration of the quantity, quality and in cost of selling or transportation.
Terms: To all customers change to 2% - 10 proximo.

Radio Batteries

List Price reduces on 45 V heavy duty 10%.

COMPANY #13

Dealer: Reduces 45 V heavy duty 10%.
Delivery: Omits 10% service charge for less than unit package quantities.
Distributor: Reduces on 45 V heavy duty 10%
Delivery: Adds 5% allowance on orders from Gov'ts. omits freight allowances on 100 lbs. standard packages. Continues freight allowances on 100 lbs.
Industrial: Reduces on 45 V heavy duty 10%
Gov'ts.: " " " " " " 14%
Chain Store: Reduces on 45 standard and heavy 6%.
Equipment Mfgs.: Reduces on 45 V standard and heavy duty and extra heavy duty, 1-22½ V Band C and 1-4½ V C average 14%.
Mail Orders: Net price reduces on 10 items (3-45 V, standard heavy duty, extra heavy, 1-22½ V, 1-4½ V, C, 1-13½ V C, 3-"A" Batteries, 1-A.B.C. Combination) an average of 10%
Terms: 2% 10 days
Terms 2% 10 prox. to all customers except mail order.

On Radio Batteries, Flashlight Batteries and No. 6 cells and flashlight cases, a 5% allowance is made to groups of jobbers having a membership of fifty or more, or to super distributors who sell to or cooperate with distributors.

11th Filing

Filing April 19, 1934 .....Effective April 23, 1934

Eliminates and withdraws the general 5% allowance to super-distributors who sell to or cooperate with distributors.

12th Filing

Filing April 23, 1934.....No Effective Date Mentioned

Adds to 5% general allowance tenth and eleventh filing the words and to "Atlas Supply Co."

13th Filing

Filing May 4, 1934.....Effective May 15, 1934

Constitutues a complete revision of all previous prices and supersedes all previous price filings on Dry Batteries, restoring generally the reduction in price made in tenth filing.

COMPANY #13

Flashlight Batteries

Industrial and Government: Increases net price large and small cell 20%
Delivery: Adds 10% service charge for broken package quantities
Dealer and Dept. Store:
Delivery: Adds 10% service charge for broken package shipments. Delivery by wholesaler optional.

No. 6 Dry Cells and Multiples

List Prices: Increases on single cell 19% East
" " " " " " 16% P.C.
Dealer: " " " " 23% East
" " " " " 21% P.C.
Delivery: Optional, 10% service for broken standard packages.
Distributor: Increases on single cell 13% East
" " " " " 21% P.C.
Delivery: Adds no service charge for direct shipments to Industrial, Government or Telephone Companies.
Industrial: Increases single cell 21% East
" " " " 19% P.C.
Delivery: Adds 10% charge for broken package shd.
Government: Increases single cell 29% East
" " " " 25% P.C.
Delivery: Adds 10% charge broken std. packages and freight allowed on 100 lbs. less than 100 F.O.B. warehouse.

Radio Batteries

List Price: Increases on 45 V heavy duty 30%
Dealer: " " " " " " 30%
Delivery: Optional 10% L.S.Q.
Distributor: Increases on 45 V heavy duty 32%
Dept. Store: Increases on 45 V heavy duty 20%
Delivery: Optional 10% L.S.Q.
Industrial: Increases on 45 V heavy duty 30%
Delivery: 10% L.S.Q. added
Government: Increases on 45 V heavy duty 22%
Delivery: 10% L.S.Q. and F.O.B. destination

14th Filing

Filing May 14, 1934.....Effective May 14, 1934

Withdraws prices on private and special label prices to wholesalers included in filing effective May 15, 1934 and prices to Mail Order, Chain Store and Equipment Mfgs.

COMPANY #13

15th Filing

Filing May 28, 1934..... .....Effective June 4, 1934

Revises prices to Mail Order Houses.
On Radio Batteries increases the price average 10%.
No. 6 Single Cell 7% increase.
On Flashlight Batteries large and small Unit Cell average 7%.
Delivery conditions on all three items: Freight allowed on carload quantities 2% discount on carloads F.O.B. factory

16th Filing

Filing May 31, 1934.....Effective June 1, 1934

General revision of complete line of Flashlight Battery No. 6 Cells and Multiples and Radio Batteries

Flashlight Batteries

Industrial and Government: Increases large and small unit cell 10%.
Department Store: Wholesalers' price and 10% on unit cells which reduces former price 5%.
Equip. Mfgs.: Wholesalers' price - 10% on unit cells which increases net price to this customer 30%.
Mail Order: Increases net price unit cells 25%.
Chain Store: Increases net price unit cells 10%.

No. 6 Dry Cells and Multiples

List Price: Reduces on single cells 19% East
" " " " " " 16% P.C.
Dealer " " " " 25% East
" " " " " 21% P.C.
Wholesaler " " " " 13% East
" " " " " 21% P.C.
Industrial " " " " 21% East
" " " " " 19% P.C.

Dept. Store: 10% above wholesalers' prices which reduces net price 26% in East and 25% in P.C.
Equip. Mfgs.: 10% below wholesalers' prices which reduces net price 17%.

Radio Batteries

List Price: Reduces 45 V heavy duty 19%
Dealer: " " " " " 7%
Wholesaler: " " " " " 20%
Indust. and Govt." " " " " 20%
Chain Store: " " " " " 10%
Equip. Mfgs.: " " " " " 15%
Mail Order: " " " " " 5%

COMPANY #13

17th Filing

Filing May 26, 1934.....Effective June 4, 1934

Revises prices to Mail Order Houses on Radio Battery No. 6 Dry Cells, Flashlight Battery as follows:

Flashlight Batteries
Mail Order: Reduces net price unit cells aver. 7%
No. 6 Dry Cells
" " " single cells 7%
Radio Batteries
" " " 45 V heavy duty 10%

18th Filing

Filing June 2, 1934.....Effective June 14, 1934

Reduces prices to Mail Order Houses in Flashlight Unit Cells: 3% on 6 V 4 cell Multiple #6, 13%

19th Filing

Filing July 5, 1934.....Effective July 5, 1934

Withdraws all prices heretofore filed on loose Flashlight cases

20th Filing

Filing July 5, 1934.....Effective July 16, 1934

Reduces net price to Mail Order Houses on 4 of 7 Radio Batteries (2-45V, standard heavy duty and extra heavy, 1-22½ V 'B' and 'C' and 1-4½ V 'C') average 13%.

21st Filing

Filing July 26, 1934.....Effective July 27, 1934

Changes delivery specifications to Industrials on Flashlight Batteries by adding that freight is allowed on shipments of unit cells and industrial cells weighing slightly less than 100 lbs. in standard package quantities. This filing made to meet Company #14 effective July 27, 1934.

COMPANY #13

22nd Filing

Filing August 16, 1934.....Effective August 16, 1934

Withdraws all filed prices under belief original call for filing was made in error.

23rd Filing

Filing August 21, 1934.....Effective August 31, 1934

Withdraws filing effective August 16, 1934 which withdrew all filed prices.

24th Filing

Filing October 13, 1934.....Effective October 23, 1934

Removes Single Cell Clock Battery from Flashlight schedule and places it under No. 6 Dry Cell and Multiple Battery schedule and reduces list price of this Battery 30%, net price to Dealer 27%, net price to Wholesaler 24% and net price to Industrial and Government 27% in the East and on Pacific Coast.

COMPANY #14

November 23, 1933.....Effective November 23,1933.
Original Filing. Sells Flashlight cells only.
Quotes on 4 brands of cells in lots of 1000.
Quotes net prices to Wholesaler, Chain Store, Department Store, Mail Order House, Equipment Manufacturer, Industrial and Government.
Does not sell to Dealers. Quotes no list price.
Discount 5% to 10% allowed on orders of 10,000 to 20,000 cells to all customers quoted.
Delivery. On two brands quoted freight is allowed on 100 lbs. or more. On two other brands freight allowed on 100 lbs. or more East of Mississippi, beyond $1.25 per cwt. to all customers quoted.
Terms. 2% 10 net 30.

April 16, 1934.....Effective April 16, 1934.
Second filing changes discounts only.
10% on orders 10,000 to 20,000 cells
15% " " 20,000 or more

May 19,1934.....Effective May 29, 1934.
Third filing. Adds a quotation to Distributors on private or special label to Distributors on private or special label Flashlight Cells 17% lower than lowest price quoted to distributors on previous filings.

COMPANY #15

November 15, 1933.....Effective November 23, 1933
Original Filing quotes prices on a full line of Flashlight Batteries, #6 Dry Cells & Multiples, Radio Batteries and Flashlight Cases.

Flashlight Batteries.
List Price on a regular line quotes a list price but not on private and special label cells. To the Dealer it quotes a price of 45% off the list. Delivery to all customers, freight allowed on 100# or more. 1/2¢ additional for lots of 50 cells.
To the Distributor 62% off the list
To the Industrial 50% off the list
Terms, 2% 10th Prox to all customers.

6 Dry Cell Batteries
List Price is quoted to Dealer of 37% off the list
To the Distributor 50% off the list
Delivery 10% service charge for less than standard quantities.
Freight allowed on 100# shipments.
Terms to all customers 2% 10th Prox.

Radio Batteries
List price is quoted and to the Dealer 34% off the list.
To the Distributor 42% off the list.
Delivery, freight allowed on 100# shipments.
Terms 2% 10th Prox.

Flashlight Cases
List price is quoted to Dealer 27% off the list.

To the Distributor 42% off the list.

November 22, 1933.....Effective November 24, 1933

Second Filing - quotes on a full Line of Flashlight Batteries #6 Dry Cell and Radio Batteries.

Flashlight Batteries

Dealer - increases the price 8%
Distributor - increases the price 6%
Jobber - quotes a price for the first time to this customer 45% off the list.
Delivery - freight allowed on shipments of 100# or more, less than 100# f.o.b. one city in the East.

#6 Dry Cell Batteries

Dealer - Increases net price 16% to this customer.
To the Distributor decreases net price 5%
Jobber - quotes a price to this customer for the first time 48% off the List.

Delivery - freight allowed on 100% or more. Less tham 100% f.o.b. one city in the East.

Radio Batteries

List price mentioned 14%
Dealer increases net price 5%
Distributor increases net price 4%
Jobber, quotes for the first time to this customer 51% off the list.
Delivery, freight allowed on shipments of 100# - less than 100# f.o.b. one city in the East.

February 12, 1934 .....Effective February 19, 1934

Third Filing - reserves the right of 10% discount to Distributors and Jobbers on Flashlight Batteries, Reduces price on Flashlight cells to Industrial customers 20%. Extends to Industrials and Governments the same prices quoted to the Distributors. Terms 2% 10th Prox, net 30.

February 16, 1934.....Effective February 16, 1934

Fourth Filing - quotes a 10% discount to Distributors quoted on 3rd Filing.

Flashlight Batteries

Dealers - Reduces the net price on private and special label brand, large and small unit cells 6%
Distributors - reduces private and special label brands, large and small unit cells 16%

Radio Batteries

List Price - reduces on 3 - 245V regular and portable types, and 1 - 22½V "C" average 23%
Dealer - reduces on 2 - 45V regular and portable types, 1-22½V "C" average of 8%
Distributor - Reduces on 2 of 3 items, 1 - 45V regular, 1-22½V "C", average 12%
Terms on Radio Batteries to the customers mentioned in this filing changed to 2% 10th Prox.

May 16, 1934.....Effective May 26, 1934

Fifth Filing

Flashlight Batteries to the Industrial Increases the net price on large cells 9%
Government - quotes for the firt time to this customer on large flashlight cells 45% off the list.
Terms to Industrial & Government changed to 2% 10th Prox.
Delivery - freight allowed on 100#. Less than 100# one city in the East.

May 31, 1934.....Effective June 1, 1934

Sixth Filing quotes on a full lime ofFlashlight Batteries, #6 Dry Cells, and Radio Batteries to the Dealer and Distributor.

Flashlight Batteries

Increases the price to the Distributor on the small unit cell, private and special label 9%

#6 Dry Cell Batteries

List Price, decreases 25%
Dealer - net price on #6 Cell, decreased 17%
Distributor - Net price #6 Cell, decreases 21%

Radio Batteries

Dealer - net price on 2 - 45V regular and portable, 1 - 22½V "C" reduces average 6%
Distributor - net price on 2 - 45V regular and portable 1- 22½V,"C" reduced 8%
Terms on Flashlight Batteries, #6 Dry Cells and Radio Batteries changed to 2% 10th Prox net 30.

August 18, 1934.....Effective August 18, 1934

Seventh Filing - withdraws all prices, terms and conditions heretofore filed

September 8, 1934.....Effective September 8, 1934

Eighth Filing - Withdraws letter withdrawing all prices, terms, and conditions heretofore filed thus reinstating the prices and filings effective June 1, 1934 and thereafter.

COMPANY #17

November 22, 1933.....Effective November 23, 1933.

Original Filing quotes on a full line of Flashlight Batteries, #6 Dry Cell & Multiples, Radio Batteries and Flashlight Cases.

Flashlight Batteries

Quotes a list price and quotes a net price to the Dealer of 48% off the list; to the Department Store 56% off the list; to the Wholesaler & Jobber 60% off the list; to the Industrial 45% off the list; On quantities of less than 5400 50% off the list; on quantities over 5400, to the Chain Stores quotes 60% off the list for standard package orders, and 56% off the list for broken package orders.

Equipment Manufacturers - quotes 55% off the list
Toy Manufacturers quoted 70% off the list for 250,000 or less; 73% off the list for 250,000 to 500,000 and 75% off the list for orders of over 500,000.
Government is quoted 55% off the list.
Quotes to the Wholesaler & Jobber, Chain Store, Mail Order Houses, Equipment Manufacturers and Toy Manufacturers on private and special label brands. No list price is quoted on these brands.

Delivery terms are as follows:

Retail Dealers and Department Stores have an optional delivery by wholesalers and jobbers.

Wholesalers & Jobbers are allowed freight on 100# shipments or over, less than 100# shipments and direct shipments to dealers, conditions are F.O.B. 4 cities in the East, 5 cities in the mid-West two cities in the West and 2 cities on the Pacific Coast.

Credit of 1/2¢ per cell is allowed to this customer on evidence of special prices to Industrial; freight allowed on shipments of 100# to customers warehouse cities. Less than 100# F.O.B. 4 cities in the East, 5 in the mid-west, two in the West, and two on the Pacific Coast. 10% service charge for less than standard package quantity.
Chain Stores, F.O.B. point of shipment; Mail Order houses, F.O.B. destination, in car load quantities; less than car load quantities, F.O.B. one city in the East.
Equipment Manufacturers, F.O.B. destination in 100# lots; less than 100# lots, F.O.B. 4 cities in the East, 5 in the mid-west, 2 in the West, and 2 on the Pacific Coast. 10% service charge on shipments of less than standard quantity.
Toy Manufacturers F.O.B. one city in the East.
Government, F.O.B, destination.

Terms to all customers are 2%, 10th Prox.

#6 Dry Cell Batteries

Quotes a list price in the East and on the Pacific Coast.
Quotes to Retail Dealers 31% off the list in the East and West;
Department Stores 46% off the list in the East & West;
Wholesalers & Jobbers 51% off the list in the East and West;

Industrial 43% off the list in the East and West
Chain Stores 46% off the list in the East and West
Equipment Manufacturers 57% off the list in the East & West
and on Government 43% off the list in the East and West.

Delivery conditions - delivery by Wholesalers & Jobbers optional to the Retail Dealer and Department Stores. 10% service charge for less than standard packages to the same customers.
Wholesalers & Jobbers 2% discount on orders for car load quantities is allowed. A 10% service charge is imposed for orders of less than standard package quantities for direct shipment to dealers. Shipments of 100# or more to Jobbers' stock pre-paid. Less than 100# or direct shipments to Dealers, f.o.b. one city in the East.
Industrial - 10% service charge imposed for less than standard type quantities. Freight is allowed on shipments of 100# to customers' warehouse cities. Less than 100# f.o.b. one city in the East.
Chain Stores - f.o.b. 4 cities in the East, 5 cities in the mid-west, 2 in the west and 2 on the Pacific Coast.
Mail Order Houses - f.o.b. destination in car load lots - less than car load lots f.o.b. one city in the East.
Equipment Manufacturers & Governments - f.o.b. destination in standard packages of 100#. 10% service charge on less than standard package quantities. Shipments weighing less than 100# f.o.b. one city in the East.
On private label and special label batteries, prices are quoted to the Wholesaler & Jobber, Chain Store & Mail Order.

Terms 2% 10th Prox.

Radio Batteries

This company quotes a list price and net prices off the list of the various customer classifications. The discount to such customers being to the Dealer 30% off the list; Department Stores 39% off the list; Wholesaler & Jobber 51% off the lost; Industrial 42% off the list; Chain Store 51% off the list; Equipment Manufacturers 55% off the list; Government 42% off the list.

On private and special label brands, prices are quoted to Wholesaler & Jobber, mail order and Equipment Manufacturers. No list price is quoted on special and private label brands.

Delivery - Retail Dealers, delivery by Wholesaler & Jobbers is optional. 10% service charge for less than standard package quantities.
Wholesalers & Jobbers 2% discount, for car load shipments, 10% service charge for less than standard package quantities and or direct shipment to Dealers. Freight allowed to Jobbers' city on shipments of 100#. Shipments weighing less or shipments direct to Dealers, f.o.b. 3 cities in the East, 3 in the mid-west, and one on the Pacific Coast.
Industrials - 10% service charge for shipments less than standard package quantities. Shipments of 100# freight allowed to customers' warehouse city. Shipments weighing

less than 100#, f.o.b. 3 cities in the East, 3 in the mid-west, one on the Pacific Coast.

Chain Stores - f.o.b. 4 cities in the East, 6 in the mis-west, and 2 on the Pacific Coast.
Mail Order - f.o.b. destination in car load lots; f.o.b. one city on less than car load lots.
Equipment Manufacturers - f.o.b. destination in standard packages of 100#, Less than 100#, f.o.b. three cities in the East, 3 in the mid-west and one on the Pacific Coast. 10% service charge for less than standard package quantities.
Governments - f.o.b. destination.

Terms 2% 10th Prox.

Flashlight Cases

Quotes on a full line of loose cases and also on 4 assortment deals. Quotes on list price and net prices to the various customer classifications as follows:
Retail Dealers 35% off the list
Department Stores 35% off the list
Wholesalers & Jobbers 47% off the list
Industrial 35% off the list
Government 35% off the list

Delivery - Retail Dealer and Department Stores, delivery optional by Wholesalers & Jobbers
Wholesalers & Jobbers, freight allowed to destination in standard package quantities, 10% service charge on less than standard packages and on direct shipments to dealers.
Industrial and Government - Freight allowed to destination in standard package quantities.

December 7, 1933.....Effective December 16, 1933

Second Filing revises prices on Private and Special Label Brand Flashlight Batteries, #6 Dry Cell, and Radio Batteries as follows:

Flashlight Batteries

Wholesalers & Jobbers: Reduces large and small unit cell, Special and Prive Label Brand 8%.
Chain Stores:
Delivery: Quotes on f.o.b. price, stating definite shipping points, 3 cities in the East, 2 in the mid-west, and 2 on the Pacific Coast.

#6 Dry Cell & Multiple

Wholesalers & Jobbers: #6 Single Cell, Private Label Brand reduced 10% in the East and 8% on the Pacific Coast.
Chain Stores: #6 single cell, Private Label Brand reduced 7% in the East and 3% on the Pacific Coast.

Radio Batteries

Wholesalers - Jobbers: Reduces Private Label, 45V regular and heavy duty, average of 9%.
Equipment Manufacturers: Reduces Private Label, 45V regular and heavy duty, 8%.

3rd Filing

July 3, 1934.....Effective July 13, 1934

Quotes a new schedule of prices on #6 Dry Cell, Flashlight Batteries and Radio Batteries.

Flashlight Batteries

Dealer: Increases the net price on the regular and small single cell 13%.
Delivery: Omits option of delivery by Wholesalers and Jobbers and adds f.o.b. one City in the East.
Department Stores: Reduces net price to this customer on the regular and small unit cell 12%.
Delivery: Omits option of delivery by Wholesalers and Jobbers and adds f.o.b. one City in the East
Wholesalers - Jobbers: Reduces net price on regular and small unit cell 6%. Adds a discount of 2% for cash to this customer.
Chain Stores: On Private Label, Penlite Cell - reduces the net price 50%.

Toy Manufacturers: Increases the net price on quantities of less than 500,000 annually 14%. Increases the net price on quantities over 500,000 - 17%.
Delivery: Equalizes freight with competing points of shipment.
Government: Delivery adds f.o.b. destination in standard package quantities.

#6 Dry Cell - Multiples

List price reduction on #6 single cell 19% in the East and 16% on the Pacific Coast.

Dealer: Reduction on #6 single cell 17% in the East and 12% on on the Pacific Coast.
Delivery: Omits delivery by wholesalers and jobbers. Omits 10% service charge for less than standard package quantities. Adds f.o.b. one City in the East.
Department Stores: Reduction on #6 single cell 17% in the East and 12% on the Pacific Coast.
Jobbers: Reduces net price on #6 single cell 17% in the East and 19% on the Pacific Coast.
Delivery: Omits 10% service charge for direct shipment to dealers.
Government & Industrial: Reduces the net price on #6 single cell 24% in the East and 22% on the Pacific Coast.
Delivery: Allows freight on standard package quantities, omitting the freight allowance on 100 lbs. or over.

Chain Stores: Reduces the net price on #6 single cell 25% in the East and 22% on the Pacific Coast.
On Private Label Brand, #6 single cell, reduces the net price 3% in the East and on the Pacific Coast.
Equipment Manufacturers: Reduces net price 17% in the East and 14% on the Pacific Coast.

Radio Batteries

List price reduces 19%.

Dealer: Reduces net price on 45V heavy duty 20%.
Department Store: Reduces net price on 45V heavy duty 24%.
Jobbers: Reduces net price on 45V heavy duty 14%. On Private Label, 45V heavy duty, 2 items reduction 9%.
Government & Industrial: Reduces 45V heavy duty 24%.

General Stores: Reduces 45V heavy duty 14%.
Equipment Manufacturers: Reduces 45V heavy duty 11%.

4th Filing

August 21, 1934 ..... Effective September 1, 1934.

Revises prices on full line of flashlight Batteries and Radio Batteries.

Flashlight Batteries

Jobbers: On large and small single cell, Private Label brand, Increase of 2%.
Government & Industrial: Increases net price on large and small single cells 9%.

Radio Batteries

Jobbers: Increases 4 of 5 items, 3-45V regular and heavy duty, 1-22½V, and 1-4½V an average of 9%.
Chain Stores: Increases to 45V regular and heavy duty 6%.

5th Filing

September 21, 1934 ..... Effective October 1, 1934.

Flashlight Batteries

Revises price schedule to Chain Stores on Private Label Brand Flashlight Batteries, #6 Dry Cell, and Radio Batteries as follows:

Flashlight Batteries -- Reduces large and small size single cell 9%.
#6 Dry Cell and Multiple Batteries:-- Reduces #6 single cell 3% in the East, and on the Pacific Coast reduces one Multiple 3% in the East and on the Pacific Coast.

APPENDIX A, PART 8

SECTION A

RADIO RECEIVING TUBES

Chronological Record of Price
Filings by Companies

COMPANY #1

1st Filing

Received November 15, 1933.....Effective November 15, 1933.

Sheet #1392

Discounts
Distributor (Consignment).....38-25% Off list.
Dealer (Consignment).....38% " "

Terms
5% for prompt report and prompt payment.
Delivery
FOB Destination.

Sheet #1391

Discounts
Distributor (Consignment).....40-25-5% " "
Dealer (Suggested Resale).....40-5% " "

Terms
-10-30 days.
Delivery
FOB Destination.

Sheet #1350, 2 Pages.

Set manufacturers
Purchasing less than 1 million tubes per year.
Price List showing net prices.

Delivery
FOB Newark; freight allowed to destination.

2nd Filing

Received December 15, 1933.....Effective January 26, 1934.

Sheet #1419 (Supplanting #1391 and 1392 of 1st filing).

Discounts
Distributor (Outright).....40-25-10%.
" (Consignment).....40-25-5%.

Terms
(Outright).....2-10, net 30.
(Consignment).....3% for prompt performance.

COMPANY #1

2nd Filing

Delivery
FOB Destination.

Sheet #1430 (Supplanting 1391 and 1392 of 1st filing).

Discounts
Dealer (Outright)
" whose volume warrants jobbing prices.....40-25-10.

" (Consignment)
" whose volume warrants jobbing prices.....40-25-5.
" selling in excess of 600 tubes per year..50.
" selling less than 600 tubes per year.....40-10.
" in N.. Y. Metropolitan area.....50.

Terms
(Outright).....2-10,net 30.
(Consignment).....Net
Delivery
FOB Destination.

3rd Filing

Received January 16, 1934.....Effective January 26, 1934.

Listing one new type not previously filed.

4th Filing

Received February 15, 1934.....Effective February 22, 1934.

Sheet #1428 (Supplanting 1430 of 2nd filing, effective January 26, 1934).

Discounts
Dealer (Outright)
" using less than 600 tubes per year).....
...40-10 off list 1427.
" using 600 tubes or more per year....
.....50 " " "
" N. Y. Metropolitan area.....
.....50 " " "
" where volume warrants jobbing prices..
.....40-25-10 " " "

" (Consignment)
" using less than 600 tubes per year....
.....40-10 " " "
using 600 tubes or more per year.....
.....50

COMPANY #1

4th Filing

Discounts
Dealer N. Y. Metropolitan area.....50 off list 1427.
" where volume warrants jobbing prices..
...40-25-5 " " "

Terms:
(Outright).....2-10-30.
(Consignment).....Net.
Delivery
FOB Destination.

Sheet #1427
Consumer list price sheet.

Sheet #1429 (Supplanting 1393)

Dealers or jobbers purchasing special brand tubes,
quantities of 100,000 or more per year -
Same quotations as sheet 1330 B attached.

Terms
2-10-60.
Delivery
FOB Newark; freight allowed to destination.

Sheet #1330B (Pages 1 and 2, supplanting sheet 1301. No record of 1301.)

Radio receiving set manufacturers,
using less than 1 million tubes per year
Price List at net prices
When packed in cartons for resale, discount 40-25-10 off list 1427.

Terms
2-10-30
Delivery
FOB Newark; freight allowed to destination.

Sheet #1430 (Supplanting 1393. No record of 1393).

Dealers or jobbers purchasing special brand tubes,
quantities less than 100,000 per year
Price List showing net prices.

Terms
2-10-60
Delivery
FOB Newark; freight allowed to destination.

COMPANY #1

4th Filing

Delivery

This list price shows higher prices than list 1350B of this filing, which was the list price referred to for quantities of more than 100,000 tubes per year.

Sheet #1419A

Discounts
Distributor or jobber (Outright).....40-25-10 off list 1427.

Terms
2-10-30
(Modified Consignment).....40-25-5-2 " " "
(Outright Sales)...120 days trade acceptance on initial shipment.
90 days trade acceptance on subsequent shipments.
(Consignment).....40-25-5 " " "
Terms
2% for prompt report and payment.
Delivery
FOB Destination.

Sheet #1431

Radio receiving set manufacturers,
using more than 1 million tubes per year.
Same prices as quotation sheet #1350 attached.

Terms
2-10-30
Delivery
FOB Newark. Freight allowed to destination.

Sheet #1432 (Supplanting 1432 and 1304. No record of 1432 or 1304).

California Agency

Business through jobbing channels-
40-25-10 off list 1427 less 15% commission.
Business to radio receiving set manufacturers-
Net prices "Per quotation sheet 1350, this filing, less 5% commission".

Terms
2% 15th prox. on current month's sales.
Delivery
FOB Los Angeles.

COMPANY #1

5th Filing

Received March 8, 1934.....Effective March 19, 1934.

Sheet #1350

Radio receiving set manufacturers,
using less than 1 million tubes per year,
A reduction in price on one type to meet prices
of RCA and Hygrade Sylvania, effective March 2,1934.

6th Filing.

Received May 8th, 1934.....Effective May 18, 1934.

Sheet #1350

Radio receiving set manufacturers,
using less than 1 million tubes per year.
One type, new filing.

Terms
2-10-30
Delivery
FOB Newark; freight allowed to destination.

Sheet #1448 (Supplanting sheet 1431 of 4th filing, February 22, 1934),

Radio receiving set manufacturers,
using more than 1,000,000 tubes per year,
Price list at net prices for either open account
or consignment.

Terms
2-10-30
Delivery
FOB Newark; freight allowed to destination.

7th Filing

Received May 18, 1934.....Effective May 18, 1934.

Jobbers and dealers, sold either on open account or consignment.
One type, new filing, List Price.

8th Filing

Received June 1, 1934.....Effective June 1, 1934.

Sheet #1454 (Supplanting 1448, 6th filing, May 8, 1934).

COMPANY #1

8th Filing

Radio receiving set manufacturers,
using more than 1 million tubes per year.
This is a withdrawal of sheet 1448 as the filing was not in accordance with call under the ruling of the Supervisory Agency of May 4, 1934.

9th Filing

Received June 5, 1934 .....Effective June 11, 1934

Sheet #1454 (Supplanting 1350, 1st filing).

Radio receiving set manufacturers,
using less than 1 million tubes per year.
A price list at net prices, meeting RCA filing of May 31, 1934.

Terms
2-10-30.
Delivery
FOB Newark; freight allowed to destination.

10th Filing

Received June 16, 1934.....Effective June 19, 1934.

Sheet #1460 (Pages 1 and 2, supplanting sheet 1454.
9th filing 6/11/34.

Radio receiving set manufacturers,
using less than 1 million tubes per year.
Price list to meet Tygrade filing of June 8, 1934.

Terms
2-10-30.
Delivery
FOB Newark; freight allowed to destination.

11th Filing

Received June 16, 1934.....Effective June 26, 1934.

Sheet #1461 (Supplanting 1419A, 4th filing, February 22, 1934).

Discounts
Distributor or jobber (Outright).....40-25-10 off list 1427.

Terms
2-10-30

COMPANY #1

11th Filing

Terms
(Modified consignment)..... ....40-25-10 off list 1427.
(Outright)....120 days trade acceptance on initial shipment.
90 days trade acceptance on subsequent shipments.
(Consignment).....40-25-5 off list 1427.

Terms
2% for prompt report and payment.
Delivery
FOB Destination.

12th Filing

Received July 3, 1934..... ....Effective July 2, 1934.

Withdrawing quotation sheets 1429 and 1430, 4th filing, February 22, 1934.
Covering prices to purchasers of special brand tubes - jobbers or dealers.

13th Filing

Received July 30, 1934.....Effective July 30, 1934.

Jobbers and dealers sold either on open account or on consignment -
Reduced list price on one type to meet filing of RCA, effective July 30, 1934.

14th Filing

Received July 27, 1934.....Effective August 1, 1934.

Sheet #1469 (Supplanting 1427, 4th filing, February 22, 1934.)

Coincidental revisions - consumer list prices.

15th Filing

Received August 28, 1934.....Effective September 1, 1934.

Addition to Sheet #1460 (10th filing 6/19/34).

Coincidental revision -

COMPANY #1

15th Filing

Radio receiving set manufacturers,
using less than 1 million tubes per year.
2 types showing net prices to meet RCA filing of
September 1, 1934.

Terms
2-10-30.
Delivery
FOB Newark, freight allowed to destination.

16th Filing

Received September 22, 1934..... .....Effective September 24,1934.

Addition to Sheet #1460 (10th filing 6/19/34).

Coincidental revision -

Radio receiving set manufacturers,
using less than 1 million tubes per year,
3 types showing net prices to meet RCA filing of
September 1, 1934.

Terms
2-10-30.
Delivery
FOB Newark, freight allowed to destination.

17th Filing

Received October 4, 1934.....Effective October 13,1934.

Sheet #1477 (Pages 1 and 2, supplanting 1460, 10th filing,
June 19, 1934).

Coincidental revision-R.T.1

Radio receiving set manufacturers,
using less than 1 million tubes per year,
3 types showing net prices to meet RCA filing of
September 1, 1934.

Terms
2-10-30
Delivery
FOB Newark, freight allowed to destination.

18th Filing

Received October 31, 1934..... ...Effective November 1,1934.

COMPANY #1

18th Filing

Addition to Sheet #1469 (18th filing 8/1/34)

Consumer list prices.
One type, new filing.

19th Filing

Received November 8, 1934.....Effective November 19,1934.

Addition to Sheet #1469 (14th filing 8/1/34)

Consumer list prices.
One type, new filing.

20th Filing

Received March 2, 1935.....Effective March 12, 1934.

Sheet #1477

Radio receiving set manufacturers,
using less than 1 million tubes per year,
Supplementing revised price schedule October 13, 1934,
17th filing.
Six types at net prices, to meet filing of Hygrade
Sylvania, March 13, 1935.

Terms
2-10-30.
Delivery
FOB Newark, freight allowed to destination.

21st Filing

Received March 16, 1935.....Effective March 23,1934.

Sheet #1498 (Supplanting 1477, 20th filing, March 12, 1935).

Radio receiving set manufacturers,
using less than 1 million tubes per year,
Meeting Hygrade filing of March 23, 1935.

Terms
2-10-30.
Delivery
FOB Newark; freight allowed to destination.

COMPANY #1

22nd Filing

Received March 21, 1935.....,Effective April 1, 1935.

Sheet #1499 (Supplanting 1469, 14th filing, October 1, 1934).

[illegible] ces.

Sheet #1501 (Supplanting 1428, 4th filing, February 23, 1934.

Dealers base prices.

Terms
(Cutright) 2-10-30
(Consignment) Net
Delivery
FOB Destination.

To dealers purchasing over 600 tubes per year - 7% off base price, list 1501.
Where volume warrants jobbing prices - 25% " " " " "

Sheet #1502 (Supplanting 1461, 11th filing, June 26, 1934).

Discount
Distributor or jobber
25% off base price, sheet 1501, this filing.

Terms
(Cutright) 2-10-30
(Consignment) 2% for prompt reporting.

Delivery
FOB Destination.

23rd Filing

Received March 30, 1935.....Effective April 1, 1935.

Dealer, distributor or jobber (Supplanting discount sheets 1501 and 1502, 22nd filing, April 1).
An additional 5% is allowed for a sales promotion.

24th Filing

Received April 2, 1935.....Effective April 1,1935.

COMPANY #1

24th Filing

Sheet #1508 (Supplanting 1499, 23nd filing, April 1, 1935).

Consumer list prices.

Coincidental revision to meet RCA filing of March 21,1935.

Sheet #1507 (Supplanting 1498, 21st filing, March 23, 1935).

Radio receiving set manufacturers,
using less than 1 million tubes per year.
Coincidental revision to meet filing of Hygrade,
April 1, 1935.

Terms
2-10-30
Delivery
FOB Newark, freight allowed to destination.

Sheet #1509 (Supplanting 1501, 22nd filing, April 1, 1935).

Dealers base prices
Coincidental revision to meet RCA filing,
March 21, 1935.

Terms
(Outright) 2-10-30.
(Consignment) Net.
Delivery
FOB Destination.

To dealers purchasing over 600 tubes per year.....7½ off base prices, sheet 1509
Where volume warrants jobbing prices, dealer to receive 25% base prices, sheet 1509

Sheet #1510 (Supplanting 1502, 22nd filing, April 1, 1935).

Distributor or jobber
Coincidental revision
25% off base prices as shown on sheet 1509, this filing.

Terms
(Outright) 2-10-30
(Consignment) 3% for prompt reporting
Delivery
FOB Destination

25th Filing

Received April 27, 1935.....Effective April 30, 1935.

COMPANY #1

25th Filing

Dealers
Coincidental revision -
One type, consumer list price and dealers base price, to meet RCA filing.

26th and Last Filing

Received April 27, 1935.....Effective April 30,1935.

Sheet #1507

Radio receiving set manufacturers,
using less than 1 million tubes per year,
Coincidental revision -
One type, meeting RCA filing April 30, 1935.

Terms
2-10-30
Delivery
FOB Newark, freight allowed to destinatination.

COMPANY #2

1st Filing

Received November 16. 1933.. .....Effective November 15 1933

A general price list at list prices.
Discounts
Distributor..... 40-25-5
Dealer..... 40-5

Terms
2%, 10 days, net 30.
Delivery
FOB Jersey City, N.J. Chicago Ill., San Francisco, California.

2nd and Last Filing

Received December 21 1933.....Effective December 21, 1933.

General price list, list prices.

Discounts
Dealer... 40-10.
Large dealer... 50%.
Distributor.....40-25-10.
Note: Large dealer is one using 600 or more tubes per year.

Terms
2%, 10 days, net 30.
Delivery
FOB as 1st filing.

COMPANY #3

1st Filing

Received November 15, 1933..... Effective November 15, 1933

Sheet #112A

Set Manufacturers
Net equipment prices.

Terms
2% 10 days, net 30.
Excise tax will be added to the invoice unless certificate of exemption is furnished.

Sheet #114A

Discounts

Jobbers.....40-25-7½-5 from list prices.

Shipping terms

Delivery charges prepaid on orders for 50 or more tubes, assorted.

Delivery

FOB Plant on orders for less than 50 tubes.

Discounts

Dealer.....40-7½-5 from standard list prices.

Large dealer.....40-10-7½-5

Shipping terms

Delivery charges prepaid.

Terms

2% 10 days, net 30 - Jobbers or dealer.

Replacements

The regular replacement policy will prevail with option of 3% allowance in lieu of replacement if so desired by jobber or dealer.

2nd Filing

Received December 4, 1933..... Effective December 11, 1933.

Sheet #114B

Discounts

Large dealers .....40-25-7½-5 from list prices.

Terms and other conditions

Same as 1st filing.

3rd Filing

Received January 23, 1934.....Effective February 2, 1934.

Sheet #112B

Set manufacturers

Net equipment prices.

Shipping terms

Prepaid

Excise tax plus 5% unless manufacturer furnishes certificate of exemption.

4th Filing

Received February 13 1934.....Effective February 22, 1934.

Discounts

Open account

Jobbers.....50-10-10-10 from list price.

Dealers.....50-10-10-10.

Shipping terms

Prepaid on standard package 50 or more tubes.

Replacements

Regular replacement policy will prevail with option of 3% allowance in lieu of replacements, if so desired by jobber or dealer.

Advertising

Cost of one ad will be paid by factory to dealers on receipt of tear sheet, provided copy "is Champion exclusive".

Terms

Regular - 2% 10 days, net 30.

Special - 90 days trade acceptance dependent on credit quality of a company and judgment of credit manager.

COMPANY # 3

4th Filing (Continued)

Sheet #114C
Discounts
Special distributor - Limited to one account in the U. S. A. -
.....40-25-7½-5.
Commission 7½% net invoice value.
Replacement terms, shipping terms - Same as before.
Merchandise terms
2%, 10, 90 days.
All or any stock on hand shipped within 6 months subject to return for full credit at option of customer.

5th Filing

Received March 30, 1934.....Effective March 30, 1934.
Subject
Obsolete types and seconds.
One lot - 4,000 tubes at close out price, $.17 each.
Terms
Cash, delivery charges prepaid, tax included.

6th Filing

Received May 5, 1934.....Effective May 15, 1934.
Sheet 112C
Set manufacturers
Revised prices from Sheet #112B, 3rd filing, filed February 2 1934.
Price reductions
One type, price increased.
Two types at net prices.

7th Filing

Received May 3, 1934.....Effective May 18, 1934
Sheet #112E
New prices, private brand
Large users, all classifications, listing 12 types at net prices.

No quality specifications	Special quality specification	Champion quality specifications
Not branded	branded	branded
FOB Factory	delivered	delivered
Not over 2% allowance in lieu of replacements	Regular replacements (R) Terms 2%, 10 days	Regular replacements Terms: 2%, 10 days

There are three distinct sets of prices one for each separate classification.

8th Filing

Received June 25, 1934.....Effective June 25, 1934
Sheet #112E
Set manufacturers
Using less than 1 million tubes per year.

COMPANY #3

8th Filing

Revised price schedule
Open account at net prices. Set installation.
Excise tax to be added to invoice unless approved exemption certificate is on file.

Terms
2%, 10th prox.

Delivery
FOB Destination, Brand optional.
This revision cancels all previous filings on prices for set manufacturers using less than 1 million tubes per year.

9th Filing

Received July 16, 1934.....Effective July 26, 1934
Sheet #112F
Private brand. large users, all classifications.
Revised prices from Sheet #112E, 7th filing, May 18 1934.
Showing 9 reductions in prices for the 3rd classification, Champion Quality specifications. G 3.

10th Filing

Received August 7 1934..... Effective August 7 1934
Sheet #114D
Coincidental revision to meet price filing of Philco Radio Corp. and RCA, effective 8/1/34.

Discounts
Dealers sold on consignment.....None.
Dealers sold on open account..... ...50-10-5.
Jobbers sold on consignment. ..... .None.
Jobbers sold on open account.....50-10-10.

Terms
2% payment 10th prox.

Additional allowances
Advertising and promotion.....10% from invoice price.
Sales contests, etc..... .. 5% " " "
Premiums, etc..... ... . 5% " " "

11th Filing

Received October 9, 1934..... Effective October 13, 1934.
Sheet #112F
Set Manufacturers
Revised price schedule from 112E, 8th filing, June 25 1934.
These prices to meet filing of RCA, October 10, 1934; showing 16 price reductions.
Excise tax to be added to invoice unless approved exemption certificate is on file.

Terms
2% 10th prox.

Delivery
FOB Destination, Brand optional.
This revision cancels all previous filings on prices for set manufacturers.

COMPANY # 3

12 Filing

Received October 4, 1934..... Effective October 16, 1934.
Sheet #112G
A price list on additional types to Sheet 112E, 7th filing, May 18, 1934 and revised Sheet 112F, 9th filing, July 26 1934.
Private brands, all classifications. List prices.
Champion Quality Specifications (G3).
Discounts
50-10-10-10.
Terms
2%, 10 days.

13th Filing

Received November 2, 1934.....Effective November 2, 1934.
Sheet #130C
Jobbers and dealers sold on open account.
New filing, one type not previously filed, list price.

14th Filing

Received March 7, 1935.....Effective March 18, 1935.
Jobbers or dealers sold on open account.
List prices on 10 new types not previously listed.
No change in terms, discounts or other conditions.

15th Filing

Received March 7, 1935.....Effective March 12, 1935.
Sheet #144
Set Manufacturers -
Net prices
Revised price schedule on initial set equipment to meet filing of Raytheon, March 9, 1935, showing 6 types reduced in price.
Excise tax to be added to invoice unless approved exemption certificate is on file.
Terms
2% 10th prox.
Delivery
FOB Destination.
This revision cancels all previous filings at net prices for set manufacturers.

16th Filing

Received March 21, 1935..... ...Effective March 23, 1935.

Sheet #147
Set Manufacturers
Revised price schedule.
Coincidental filings on initial set equipment to meet Hygrade filing of March 23, 1935, showing 51 price reductions, 4 price increases and 4 new types not previously listed.

COMPANY #3

16th Filing (Continued)

Excise tax to be added to invoice unless approved exemption certificate is on file.

Terms

2%, 10th prox.

Delivery

FOB Destination.

This revision cancels all previous filings on net prices for set manufacturers.

17th Filing

Received March 29, 1935..... Effective April 1, 1935.

Sheet #147

Set Manufacturers

Revised Price schedule.

Coincidental filing on initial set equipment to meet RCA filing April 1, 1935 showing 6 price reductions.

Terms and delivery

Same as 16th filing, March 23, 1935.

Excise tax to be added.

Sheet #148 R.T. 1

Coincidental revision on list prices to meet RCA filing, April 1, 1935.

Sheet #148A

Discounts (G4)

Jobbers sold on open account.....	50-10 from list price on all types except those listing at $.59 and $.69.
Jobbers sold on open account.....	50-10-5 from list price on all types listing at $.59 and $.69.
Quality discount.....	5% of net invoice value on $.59 and $.69 types only when such types, assorted, are purchased in lots of not less than 1,000 tubes, 1 delivery,

Terms

2%, 10th and 25th, net 30 days.

Prepaid on shipments of 100 tubes or more.

Delivery

FOB Plant on shipments for less than 100 tubes.

Sheet # 148B (Supplementary to 148A)

Jobbers sold on open account.

Advertising and promotion allowance 10% from invoice prices

Sales contests, etc. 5% from invoice prices.

Premiums etc., 5% from invoice prices.

18th and Last Filing

Received May 6, 1935.....Effective May 16, 1935.

Sheet #147A

COMPANY #3

18th Filing (Continued)

Initial set equipment, open account, revised prices.
A trade discount of 8% from net prices on Bulletin #147, 17th filing, April 1, 1935.

Replacement
Regular or 3% allowance in lieu of,
Other terms and conditions same as previous filing.

COMPANY #4

1st Filing

Received November 15, 1933.....Effective November 15, 1933.

A general price list showing dealers list price and mfrs. net price.

Discounts
Jobbers.....25% from dealers price.
Department and chain stores....10% above manufacturers price

Purchasing private label tubes.

Terms
2% 10, net 30 for jobbers.
2% 10th prox. for department and chain stores.
prepaid on 50 tubes or more.
Excise tax included in manufacturers price.

In addition to their regular first line tube this company has for years purchased job lots from various sources, the same being sold as low grade tubes, under their various brands.
Prices regulated entirely according to cost and grade of tubes. These tubes are sold usually for cash with a short guarantee; delivery and price regulated by manufacturers inventory.

2nd Filing

Received November 20, 1933.....Effective November 20, 1933.

A revision and change of price on first line tubes for the dealer, showing 63 price reductions, one price increase, and 9 new types added to the line, all at dealers net price.

Discounts
Large dealers buying in quantity.....10-10 from dealers net price.

Terms
2-10, net 30.
Department Stores - 2%, 10th prox.
Delivery
FOB Chicago.

3rd Filing

Received December 18, 1933.....Effective December 20, 1933

Discounts
Large retailers and chain stores-
Outright sales, sold on open account..50-10-10-7½ from standard list prices.

Terms
2% cash
Consignment
"We are quoting to large chain stores on consignment basis at prices filed".

4th Filing

Received February 1, 1934.....Effective February 11, 1934

Discounts
Large retailers, outright sales, open account - 10-10-10 from net dealers prices as 2nd filing, November 20, 1933. Cancelling 3rd Filing.

No change from 2nd filing in terms or shipment.

5th Filing

Received May 28, 1934.....Effective June 7, 1934.

A schedule of net prices and terms to radio retailers.
Also a bonus plan on 12 types as follows:

5 tubes,	as selected	with order for	50 tubes.
12 tubes,	(one of each type)	" " "	100 tubes (33)
36 tubes,	(three of each type)	" " "	250 "
84 tubes,	(seven of each type)	" " "	500 "
180 tubes,	(fifteen of each type)	" " "	1,000 "

Terms
2% 10th prox.
Delivery
FOB Chicago.

To meet filing of Raytheon, February 21, 1934.

Sheet #2

Price list for set manufacturers, initial equipment, net prices. (S)
The following bonus plan:

5% up to 50,000 tubes per year.
10% - - - 50,000 to 150,000 tubes per year.
15% - - -150,000 to 300,000 " " "
20% - - - - - -Over 300,000 " " "

Excise tax, 5% to be added unless exemption certificate is supplied.

Terms
2% 10 net 30.
Shipments prepaid on 50 or more tubes.
To meet Raytheon filing of March 26, 1934.

6th Filing

Received August 6, 1934.....Effective August 6, 1934

Net prices to dealers sold on open account.

Quantity discounts:
5% in lots of 30 tubes.
10% " " " 100 "
10-10 " " " 200 " or more.
10-10-5 " " " 300 "

This price revision to meet Philco filing of August 1, 1934.

7th Filing

Received August 27, 1934 .....Effective September 6, 1934.

Special quotation for franchise distributor, showing types in groups 1, 2, 3 and 4 at net prices.

Terms
Net cash either check with order or COD.
Delivery
FOB Plant
Minimum Shipment 50 tubes, assorted, or of one type.

8th and Last Filing

Received May 31, 1935.....Effective June 10, 1935

Discounts
Large retailers (Chain stores, department stores, etc.), sold on open account.....50-10-10-10 from list, this filing, on all types.
Dealers sold on open account...50-10-10 from list price, this filing, on all types.

2nd Sheet

List prices -
Coincidental revision on their complete range of types.

COMPANY #6

1st Filing

Received November 15, 1933.....Effective November 15, 1933

Discounts
Dealers, Consignment - 38-5-7½% off list.

Terms
2% cash discount on sales reported before the 12th of month.
Delivery
FOB Destination.

2nd Sheet

Discounts
Dealers, open account - 40-7½-5 off list.

Terms
2% cash.

3rd Sheet

Discounts
Jobbers, sold on open account -
40-25-7½-5 off list.

Terms
2%, 10 days.
Delivery
FOB Destination on 50 tubes or more.

4th Sheet

Discounts
Jobbers, sold on consignment -
38-25-7½-5 off list.

Terms
2% cash discount on sales reported before the 12th of month.
Delivery
FOB Destination

5th Sheet

Set manufacturers' tubes
Price list at net prices.

Terms
2% 10 days
Delivery
FOB Destination on 50 tubes or more.
Excise tax, 5% to be added unless certificate of exemption is supplied.

COMPANY #6

1st Filing

6th Sheet

Consumer price list at list prices.

2nd Filing

Received January 10, 1934.....Effective January 20, 1934.

Set manufacturers
Using less than 1 million tubes per year
Complete price list at net prices.

Sheet #2

Consumer price list at list prices, no changes from 1st filing.

3rd Filing

Received February 9, 1934.....Effective February 18, 1934.

Discounts
Dealers (Suggested resale).....40-10-7½
Jobbers sold on open account.....60-7½ from list prices.

Terms
2% 10th prox.
Delivery
FOB Destination on 50 or more tubes.

Replacements
4% allowance in lieu of.

Discounts
Large retailers.....60-7½ from list prices,
Dealers (Suggested resale).....40-10-7½.

Terms
2% 10th prox.
Delivery and replacements
Same as jobbers.
List prices include Federal excise tax - all this filing.

4th Filing

Received February 21, 1934.....Effective February 22, 1934

Price list for chain stores having 100 or more outlets

using private brand of tubes -
Net prices, viz., 2525-62¢

Terms
2% 10 days.
Delivery
FOB Plant East Newark, N. J..

2nd Sheet

Set manufacturers
Using less than 1 million tubes per year.
A general price list at net prices.

Terms
2% 10th prox.
Delivery
FOB Destination.
Excise tax, 5% added unless certificate of exemption is supplied.

5th Filing

Received March 5, 1934.....Effective March 15, 1934

Price list to chain stores and mail order houses.
This list is on certain types to meet filing of Hytron Corp., 3/1/34.

Terms
2% 10th prox.
Excise tax to be added unless certificate of exemption is supplied.

Delivery
FOB Destination.

6th Filing

Received March 9, 1934.....Effective March 19, 1934

Discounts
Private brands - 50-10-10-10-7½ from list prices.

Terms
2% 10th prox.
Delivery
FOB Destination on 50 tubes or more.

Replacement
4% in lieu of at manufacturers option.

This filing made to meet filing of Triad Mfg. Co. of March 1, 1934.

COMPANY #6

7th Filing

Received March 15, 1934.....Effective March 26, 1934

Discounts
Jobbers sold on open account and consignment -
.....60-7½ from standard list price.
Dealers (Suggested resale)...40-10-7½

Terms
2%, 10, 15th prox.
Delivery
FOB Destination on 50 tubes or more.

Replacement
4% allowance in lieu of.

Discounts
Large retailers on open account and consignment -
....60-7½ from list prices.
Dealers (Suggested resale).....40-10-7½.

Terms
2% 10, 15th prox.
Delivery and replacements
Same as jobbers.

This filing is a correction of 3rd filing, February 18,1934.
The only change is in the terms.
List prices include Federal excise tax.

8th Filing

Received March 27,1934.....Effective April 7, 1934

Radio set manufacturers
List at net prices for initial equipment only.

Bonus plan - (S)
5% up to 50,000 tubes per year
10% - - 50,000 to 150,000 tubes per year.
15% - - 150,000 to 300,000 " " "
20% - - Over 300,000 " " "

Excise tax, 5% to be added unless certificate of exemption is supplied. (S.M.)

Terms
2% 10 days, net 30. (D2).
Delivery
FOB Destination on 50 tubes or more. (F4)

COMPANY #6

8th Filing

This filing made to meet filing of Triad Mfg.Co., February 22, 1934.

9th Filing

Received June 18, 1934.....Effective June 18, 1934

List prices on certain types of factory brand tubes. Jobbers and dealers sold either on open account or consignment.

10th Filing

Received July 13, 1934.....Effective July 23, 1934

A net price list to chain stores, mail order houses, indicating certain reductions in 4th filing, February 22, 1934.

Terms
2% 10days
Delivery
FOB Destination.
Tax included.

11th Filing

Received July 30, 1934.....Effective August 1, 1934

A general list price indicating revisions.
This filing made to meet RCA filing, August 1, 1934.

12th Filing

Received July 31, 1934.....Effective August 10, 1934

A net price list to chain stores and mail order houses, any brand, indicating 27 types - price reduction.
36 types - price increase.
22 types - no change in price from 11th filing, Aug.1, 1934.
This filing supersedes all previous filings for this type customer.

Terms
2% 10 days
Delivery
FOB Destination.
Tax included.

CORNELL #6

13th Filing

Received October 1, 1934.....Effective October 11, 1934

Coincident revision for large users, all classifications, private brand, 6 types at net prices.

Terms
1%, 10 days.
Delivery
F.O.B Factory.

This filing made to meet filing of Champion, May 18, 1934.

14th Filing

Received April 12, 1935.....Effective April 22, 1935

A general list price with technical information.
Reductions in prices.

Discounts
Jobbers - 60-7½
Dealers - 50-10-10

Terms
2% 10th prox.

15th and Last Filing

Received April 15, 1935.....Effective April 25, 1935

Set manufacturers
Using less than 1 million tubes per year.
Coincidental revision.
Complete list of types at net prices, indicating 49 types.- prices reduced, 2 types, prices increased; 4 types, no change in price from 4th filing, February 22, 1934.

Discounts
8%
Excise tax, 3% to be added unless certificate of exemption is supplied.

Replacement
3% in lieu of.

Terms
2-10 net 30
Shipments prepaid.

COMPANY #2

1st Filing

Received November 15, 1933. .....Effective November 15, 1933.

Schedule of discounts and terms to jobbers and dealers.
Dealers sold on open account.....40-5 from list price.

Terms
2% 10 days net 30.
Delivery
Prepaid in standard package quantities, 50 tubes or more.
Collect-in less than standard packages.

Jobbers Sold on open account.....40-25-5 from list prices.

Terms
2%, 15th prox.
Delivery
Prepaid in standard packages of 50 tubes.
Collect in less than standard packages.

Consignment plan in effect in Metropolitan trade area of New York.

Discount to dealers (Consignment)
Less than $350. per year.....40-10 from list prices.
$350. -- 700. " " .....50% from list prices.
(Dealers in above two classes, in some instances, are rated as jobbers by other manufacturers).

Discount to jobbers (Consignment)
38-25-5 (Maximum) from list prices.

Terms of payment to dealers and jobbers (Consignment)
Net cash upon report of inventory.

Delivery terms to dealers and jobbers (Consignment)
Prepaid to dealers and jobbers in any quantity.

Sheet #2

A consumer list price on all types. Groups A-B-C.

Sheet #3

Schedule of net prices and terms to
Radio set manufacturers, purchasing less than 1 million tubes per year.

Terms
2%, 10 days, net 30.

COMPANY #8

1st Filing

Set manufacturers with strong credit standing are extended terms as follows:
(1) 2% for payment on the 10th and 25th of the month, or
(2) 2% for payment on the 10th prox., or
(3) 2% for payment on the 15th prox.

Delivery terms
FOB Destination.

Sheet #4

Schedule of net prices and terms to
Radio set manufacturers, purchasing less than 1 million receiving tubes per year.

Federal excise tax
All sales are subject to the addition of 5% for Federal excise tax, or we are provided with an exemption certificate on the form prescribed by the Internal Revenue Bureau.

Replacement policy
Defective tubes may be returned for adjustment or replacement in accordance with our regularly established policy, which provides a guarantee against defective materials or workmanship for a period of 6 months. Determination of the 6 months guarantee period is provided by etching, in code, the date of manufacture on the base of the tube.
Radio tubes are shipped to one set manufacturer on consignment, subject to the agreement that not later than the 15th of the following month they report to us all tubes shipped by them during the preceding callendar month, and these are invoiced at the net prices.

2nd Filing

Received November 27, 1933.....Effective November 21, 1935.

Revised schedule of discounts and terms to jobbers and dealers.
(Superseding 1st filing, November 15, 1933).
Dealers sold on open account.....40-5 from list prices.

Terms
2-10 net 30.

Delivery
Prepaid in standard packages.
Collect in less quantities.

Jobbers sold on open account.....40-25-5 from list prices.

COMPANY #8

2nd Filing

Terms
2% 15th prox.
Delivery
Prepaid in standard packages.
Collect in less quantities.

Dealers and jobbers sold on consignment.

Discount to dealers - consignment..... 38-5 from list prices.
Discount to jobbers - consignment..... 38-25-5 from " "

Terms to dealers and jobbers - consignment.
Net cash upon report of inventory.
Delivery to dealers and jobbers - consignment.
Prepaid to dealers and jobbers in any quantity.

Price protection policy
All jobbers who have purchased tubes during a 60 day period, prior to a list price decline, will be rendered a merchandise credit on the basis of new list prices. The jobbers, in turn, are authorized to protect their dealers on a similar basis for all tubes purchased from them for a period of 30 days prior to list price decline.

3rd Filing

Received December 4, 1933.....Effective December 1, 1933.

Revised list at net prices to set manufacturers, showing 5 types with list prices to jobbers and dealers and net prices to set manufacturers.
These are corrections from 1st filing.

4th Filing

Received December 12, 1933.....Effective December 12, 1933.

Revised discounts to jobbers and dealers (Consignment).(D)
Jobbers sold on open account.....50-10-5 from list prices plus
2½% additional if billings amount to $300 list value of our tubes in any one month, or
5% additional if billings amount to $600 list value of our tubes in any one month, plus
5% additional to Class A jobber, which is defined as any jobber 95% or more of whose sales efforts on radio receiving tubes are devoted to the sale of our tubes, if billings amount to $600. list value of our tubes in any one month.

COMPANY #8

4th Filing

No jobber may earn both a 2½% and a 5% discount at any one time. All discounts in addition to the basic discount are to be given in the form of a monthly rebate at the end of the month and applied to that month's purchases only.

These additional discounts are not to be given except for actual performance of the requirements for the discount.

Terms
2%; 15th prox.
Delivery
Prepaid, standard packages of 50 tubes.
Collect, in less quantities.

Consignment plan in effect in N. Y. area.

Discount to dealers (M)
Class A - 40-5 plus 5% if collection equal $20 net in any 30 day period.
" B - 40-10 " 5% " " " $40 " " " " " "
" C - 40-10-5 " 2% " " " $60 " " " " " "
" D - 50-5-5 to those dealers who are entitled to jobbers price becuase of volume purchase.

Terms
Net cash upon report of inventory.
Delivery
Prepaid in any quantity.

No change in list prices.

5th Filing

Received December 22, 1933.....Effective January 1, 1934.

Revised list prices to jobbers and dealers on 2 types, showing reductions in price on both.

6th Filing

Received February 21, 1934.....Effective February 22, 1934.

Schedule of prices and terms to
Dealers sold on open account
Retail chain stores
We sell one chain store on the following basis, showing 10 types at net prices.

Terms
2% 30 days.

COMPANY #8

6th Filing

Delivery
FOB Customer's store.
Packing private brand.

Replacement policy
Allowance of 3% of the net prices in lieu of replacements.

Federal Excise Tax
Paid by the customer.

We sell one chain store on the following basis, showing 7 types at net prices.

Terms
Net 10 days.
Delivery
FOB Plant.
Packing private brand.

Replacement policy
Defective tubes may be returned for adjustment or replacement in accordance with our regularly established policy, which provides a guarantee against defects in materials or workmanship for period of 6 months. Determination of the 6 months guarantee period is provided by etching, in code, the date of manufacture on the base of the tube.

Federal Excise Tax
Included in price paid by manufacturer.

2nd Sheet

Schedule of net prices and terms to
Radio set manufacturers, purchasing in quantities of 1 million or more tubes per year.
We consign tubes to a set manufacturer whose purchases from all sources exceed 1 million tubes per year on the following basis;
Net prices - same as net prices for set manufacturers purchasing less than 1 million receiving tubes per year as 1st filing.

Terms
Reports are rendered on the 1st and 15th of the month, covering tubes withdrawn from the consigned stock.
Payments are due on the 10th and 25th respectively (of the same month) on which a cash discount of 2% is allowed.

Federal Excise Tax
All sales are subject to the addition of 5% for Federal Excise Tax, or we are provided with an exemption certificate on the shipment prescribed by the Federal Internal Revenue Bureau.

COMPANY #8

[illegible]

Replacement policy
Same as 1st sheet this filing.

Sheet #5

Schedule of [illegible] and terms to sales agents, special sales representatives, brokers or special super distributors and other special classes of customers -
None.

7th Filing

Received March 2, 1934..... ...Effective March 2, 1934.

Revised net price to radio set manufacturers purchasing less than 1 million tubes per year.
One type to meet FCA filing, February 2[illegible], 1934.

Sheet #2

Revised net price to radio set manufacturers purchasing more than 1 million tubes per year.
One type to meet RCA filing, February 2[illegible], 1934.

Sheet #3.

Revised list price to jobbers and dealers sold either on open account or on consignment.
One type to meet RCA filing, February 2[illegible], 1934.

8th Filing

Received March 1[illegible], 1934.. .....Effective March 28, 1934.

Schedule of prices and terms to dealers sold on open account
Retail chain stores - [illegible] types at [illegible] prices.

Terms
[illegible] days

Delivery
FCB [illegible] store.
Packing private brand.

Replacement policy
[illegible] is allowed in lieu of replacements.

Federal Excise Tax
Paid by the customer.

COMPANY #8

9th Filing

Received March 27, 1934.....Effective April 2, 1934.

List prices to jobbers and dealers sold either on open account or on consignment.
18 Majestic types at list prices.

10th Filing

Received April 12, 1934.....Effective April 23, 1934.

Discounts to dealers on consignment

Consignment plan in effect in N. Y. area

Discount to dealers, Class E
40-25-5.

Those dealers whose manner of operation and volume causes them to be regularly classified as jobbers by many tube manufacturers, whose annual sales in units aggregate over 12.00 tubes.

Terms
Net cash upon report of inventory.

Delivery
Prepaid in any quantity.

Note: This supplements Classes A, B, C and D of 4th filing, December 21, 1933. The other classes remain unchanged.

11th Filing

Received April 17, 1934.....Effective April 27, 1934.

List prices to jobbers and dealers sold either on open account or on consignment.
4 new types not previously filed.

Sheet #2

Set manufacturers purchasing less than 1 million tubes per year.
2 new types, net prices, not previously filed.

12th Filing

Received May 1, 1934.....Effective May 11, 1934.

Radio set manufacturers, open account or consignment, purchasing, from all sources, from 1 million to 3 million tubes per year.
Schedule of net prices and terms-

Terms

Open account.....2% 10th and 25th.
Consignment.....2% 10th and 25th on tubes reported on 1st and 15th as being withdrawn from consigned stock.
2% 20th on tubes reported on 15th as being shipped in sets during preceding month.

Federal Excise Tax

All sales are subject to the addition of 5% unless we are provided with a certificate of exemption.

Revision of net prices and terms as 6th filing, February 22, 1934.

13th Filing

Received May 4, 1934.....Effective May 14, 1934.

List prices to jobbers and dealers sold either on open account or on consignment.

6 types, 4 of which are new, not previously filed;
2 supplant 2 old types.

14th Filing

Received May 8, 1934.....Effective May 18, 1934.

List price to jobbers and dealers sold either on open account or on consignment.

One type not previously filed.

Sheet #2

Jobbers sold on open account

Price Protection Policy

On all radio receiving tubes listed in Group A of our current price list in effect on the date of a decline in the list prices of Sylvania tubes, protection will be given covering the purchases of each jobber for 60 days prior to the date of the price decline.
On all radio receiving tubes listed in Group B and Group C of our current price list in effect on the date of a decline in the list prices of Sylvania tubes, protection will be given covering the purchases of each jobber for 90 days prior to the date of the price decline.

15th Filing

Received May 10, 1934.....Effective May 21, 1934.

List prices for jobbers and dealers sold either on open account or on consignment.

One type, new filing; one type, price reduction.

COMPANY #8

15th Filing

Net price to radio set manufacturers purchasing less than 1 million receiving tubes per year -
One type, price reduced.

16th Filing

Received May 29, 1934.....Effective May 29, 1934.

List prices to jobbers and dealers sold either on open account or on consignment -
One new type not previously filed.

Radio set manufacturers purchasing less than 1 million tubes per year
One new type at net price.

Set manufacturers, purchasing, from all sources, from 1 million to 3 million tubes per year.
One new type, net price; not previously filed.

17th Filing

Received June 9, 1934.....Effective June 19, 1934.

Jobbers sold on open account

Terms revised (D32)
2% for cash on 15th prox., or 60 day trade acceptances without interest, issued on the 16th.

18th Filing

Received June 12, 1934.....Effective June 22, 1934.

Replacement policy (Revised)
Defective tubes may be returned for adjustment or replacement in accordance with our standard policy, which provides a guarantee against defects in materials or workmanship for a period of 6 months on Group A tubes; a period of 9 months, Group B tubes; a period of 12 months, Group C tubes. Determination of the guaranteed period is provided by etching, in code, the date of manufacture on the base of the tube.

The above replacement policy applies to all classes of trade on which we have filed prices, -- with the exception of prices filed, 6th filing, February 22, 1934, to other retail chain stores to whom we give an allowance of 3% off at net prices in lieu of replacement.

COMPANY #8

19th Filing

Received June 14, 1934.....Effective June 15, 1934.

Radio set manufacturers purchasing less than 1 million tubes per year
Revised net prices showing 42 reductions in price.

Terms of payment
2% 10 days, net 30.

Set manufacturers with strong credit
(1) 2% for payment on the 10th and 25th of the month.
(2) 2% " " " " " prox.
(3) 2% " " " " 15th "

Delivery
FOB Destination.

Federal Excise Tax
All sales are subject to the addition of 5% unless we are provided with a certificate of exemption.

This revision cancels all previous filings on prices to set manufacturers purchasin less than 1 million tubes per year.

Set manufacturers sold either on open account or consignment, purchasing from all sources 1 million to 3 million tubes per year.
The same net prices shown for set manufacturers purchasing less than 1 million tubes per year apply.

Terms of payment
Open account - 2% 10th and 25th.
Consignment - 2% 10th and 25th on tubes reported on 1st and 15th as being withdrawn from consigned stock.
2%, 20th on tubes reported on 15th as being shipped in sets during preceding month.

This cancels all previous filings on prices to radio set manufacturers purchasing from 1 million to 3 million tubes per year.

20th Filing

Received July 7, 1934.....Effective July 17, 1934.

Set manufacturers purchasing less than 1 million tubes per year
One new type not previously filed under this classification.

Set manufacturers sold on open account or consignment purchasing from all sources from 1 million to 3 million tubes per year.
One new type not previously filed under this classification.

COMPANY #6

21st Filing

Received July 13, 1934.....Effective July 20, 1934.

Jobbers and dealers sold either on open account or on consignment.
One type, Group C, new reduced list price to meet RCA filing, July 20, 1934.

22nd Filing

Received July 28, 1934.....Effective August 1, 1934.

Jobbers and dealers sold either on open account or on consignment.
(Coincidental price revision to meet list prices filed by RCA, August 1, 1934).
These prices supersede all previous list price filings classified under Groups A, B, & C, showing reductions in 3 types in Group A, 13 in Group B , 44 in Group C.
No change in terms or discounts.

23rd Filing

Received September 4, 1934.....Effective September 14, 1934.

Set manufacturers purchasing less than 1 million tubes per year, showing 7 new types at net prices, not previously filed under this classification.

Set manufacturers purchasing from all sources between 1 million and three million tubes per year, showing 7 new types at net prices not previously filed under this classification.

Sheet #2

Set manufacturers purchasing less than 1 million tubes per year initiating revision to supersede 20th filing, July 19, 1934.
One type reduced, net price.

The foregoing applies also to set mfrs. purchasing from 1 to 3 million tubes per year.

24th Filing

Received September 15, 1934.....Effective September 27, 1934.

Jobbers and dealers sold either on open account or consignment.
(Coincident price revision to meet filing by Sparks Withington, 9/27/34).
This price supersedes 22nd filing, August 1, 1934.
One type, Group C, reduced list price.
Also one new type, Group C, not previously filed under this classification.

COMPANY #8

25th Filing

Received September 21, 1934.....Effective October 1, 1934.

Set mfrs. purchasing less than 1 million tubes per year, initiating revision to supersede these types filed, 19th filing, June 15, 1934.
3 types, net prices, reduced.

The foregoing applies also to set mfrs. purchasing 1 million to 3 million tubes per year.

26th Filing

Received October 3, 1934.....Effective October 13, 1934.

Set mfrs. purchasing less than 1 million tubes per year.
Revised net prices, showing 19 price reductions.

Terms of payment
2% 10 days net 30.

Set mfrs. with strong credit
1. 2% for payment 10th and 25th of month, or
2. 2% " " on 10th prox., or
3. 2% " " " 15th ".

Delivery
FOB Destination.

Federal Excise Tax
All sales subject to the addition of 5% unless we are provided with a certificate of exemption.

This revision cancels all previous filings on prices to radio set mfrs. purchasing less than 1 million tubes per year.

Set mfrs. - open account or consignment -
Purchasing from 1 to 3 million tubes per year
Same net prices apply.

Terms of payment
Open account - 2% 10th and 25th.
Consignment - 2% 10th and 25th on tubes reported on 1st and 15th as being withdrawn from consigned stock.
2% 20th on tubes reported on the 15th as being shipped during preceding month.

Federal Excise Tax
5% in lieu of certificate of exemption.

This revision cancels all previous filings on prices to radio set mfrs. purchasing from 1 to 3 million tubes per year.

COMPANY #9

27th Filing

Received October 20, 1934.....Effective October 30, 1934.

Jobbers sold on open account, initiating revision to supersede terms, 17th filing, June 19, 1934.

Terms of payment
2% for cash on 15th prox. or
60 days trade acceptances without interest issued on the 16th prox.

On direct factory shipments to jobbers located in the States of California, Oregon and Washington, shipments made between the 22nd and the end of the month carry the following terms:
2% for cash on the 15th of the 2nd month.
This is the only change noted in this filing.

28th Filing

Received October 24, 1934.....Effective November 1, 1934.

Jobbers or dealers sold either on open account or on consignment
(Conincidental price filing to meet list price filed by RCA, Nov.1, 1934).
This filing is supplementary to 22nd filing, August 1, 1934.
One type, Group C, price reduction.

29th Filing

Received October 27, 1934.....Effective November 7, 1934.

Dealers sold on consignment
Changing the N. Y. area to read "Consignment plan in effect in Metropolitan trade area of Eastern Seaboard".

30th Filing

Received November 16, 1934.....Effective November 26, 1934.

Dealers sold on open account
Retail chain stores
Revised prices
Note: We sell one chain store on the following basis:
7 types at new reduced net prices -

Terms of payment
Net 10 days.
FOB Plant

Federal Excise Tax
Paid by the manufacturer.

This revision cancels the 2nd group of prices, 6th filing Feb. 22, 1934.

COMPANY #8

31st Filing

Received February 5, 1935.....Effective February 15, 1935.

Set mfrs. purchasing less than 1 million tubes per year, listing 21 new types at net prices not previously filed under this classification.
Also listing 6 types as 26th Filing, Oct. 13, 1934.
The same also applies to set mfrs. purchasing from 1 to 3 million tubes per year.

32nd Filing

Received March 4, 1935.....Effective March 12, 1935.

Set mfrs. purchasing less than 1 million tubes per year, initiating revision to supersede 26th filing, October 13, 1934.
Showing 5 types reduced in price, 1 type increased in price.
This filing to meet filing by Raytheon, March 23, 1935.

33rd Filing

Received March 4, 1935.....Effective March 14, 1935.

Set mfrs. purchasing, from all sources, 1 to 3 million tubes per year
(Price call of Feb. 8, 1934. This evidently means price call of Feb. 21, effective Feb. 22, 1934).
Cancelling all previous filings under this classification.
Filing #6, Page 2, refers to set mfrs. purchasing in quantity of 1 million or more tubes per year, tubes consigned to set mfrs.

34th Filing

Received March 13, 1935.....Effective March 23, 1935.

Set mfrs. purchasing less than 1 million tubes per year.
Revised net prices, showing 52 price reductions, 4 price increases, and one type not previously filed.

Terms
2% 10 days net 30.

Set mfrs. with strong credit rating are extended terms as follows:
1. 2% for payment on the 10th and 25th of the month, or
2. 2% " " " " " prox., or
3. 2% " " " " 15th " .

Delivery
FOB Destination.

COMPANY #8

34th Filing

Federal Excise Tax
5% added unless certificate of exemption is furnished.

Replacement policy
Same as 18th filing, June 22, 1934.

Note: This revision cancels all previous filings on prices to radio set mfrs. purchasing less than 1 million tubes per year.

35th Filing

Received March 14, 1935.....Effective March 25, 1935.

Jobbers sold on open account, initiating revision to supersede terms of payment, 27th filing, Oct. 30, 1934.

Terms of payment
2% cash on the 15th prox. or 60 days trade acceptance without interest, issued on 16th prox.

On direct factory shipments to jobbers located in the states of California, Oregon, Washington, Idaho, Utah and Montana shipments made between the 22nd and the end of the month - the following terms: 2% for cash on the 15th of the 2nd month.

36th Filing

Received March 28, 1935.....Effective April 1, 1935.

Radio set mfrs. purchasing less than 1 million receiving tubes per year
Revised net prices showing 7 types, price reduced; 2 types, price increased.

Terms of payment, terms of delivery, Federal Excise Tax, replacement policy -
Same as 34th filing, March 23, 1935.

This revision cancels all previous filings on prices to set mfrs. purchasing less than 1 million tubes per year.

37th Filing

Received April 1, 1935.....Effective April 1, 1935.

Net prices and discounts to jobbers, superseding schedule, 4th filing, December 12, 1933.

COMPANY #8

37th Filing

Jobbers sold on open account at the following net prices, classified in Groups of A, B, and C. C also includes types, tubes for Majestic receivers.

Quantity discount.

5% on the net price of the following types only, when such types are purchased in lots of not less than 1 thousand tubes for one delivery-

showing 12 types - 7 types from Class A
2 " " " B
3 " " " C

Terms of payment

2% 15th prox.
90 days dating on all orders placed in April; and
60 days " " " " " " May.

Terms of Delivery

Prepaid in standard package of 50 tubes.
Collect in less quantities.

38th Filing

Received April 1, 1935.....Effective April 1, 1935.

Consignment plan in effect to dealers, superseding schedule, 4th filing, December 12, 1933.

Types classified according to Groups A, B, and C; also tubes for Majestic receivers, all at list prices.

Discounts to dealers

Class A-
40-10-5, quantities of 1 to 20 tubes per month.
Class B-
50-5, quantities of 21 to 100 tubes " "
Class C-
50-5-5, quantities of 101 to 200 " " "
Class D-
50-10-5, quantities of 201 60 500" " "
Class E-
50-10-10, to those dealers whose manner of operation and volume causes them to be regularly recognized as jobbers by many tube manufacturers.

Terms of payment

2% upon report of inventory.

Terms of delivery

Prepaid in any quantity.

COMPANY #8

39th Filing

Received April 15, 1935.....Effective April 20, 1935.

Jobbers sold on open account
Net prices
Revised schedule, 37th filing, April 1, 1935.
Groups A, B, and C.
Many types have been dropped from this list.
3 types listed in Group A reduced in price.
17 types in Group B reduced in price.
36 types in Group C reduced in price.

The quantity discount of 5% appearing in 37th filing, April 1, is rescinded.

Price protection policy on all radio receiving tubes listed in Group A of our price list in effect the date of a decline in net prices, protection will be given covering a jobber's purchases for 60 days immediately prior to the effective date of such price decline.

On all radio receiving tubes listed in Groups B and C of our price list in effect the date of a decline in net prices, protection will be given covering a jobber's purchases for 90 days immediately prior to the effective date of such price decline.

The foregoing is a revision of the price protection policy of 14th filing, May 18, 1934.

Replacement policy
Defective tubes may be returned for adjustment or replacement in accordance with our regularly established policy, which provides a guarantee against defects in materials or workmanship for a period of 6 months from date of sale by the retailer as determined by a guarantee form included with each package.

The foregoing is a revision of replacement policy of 2nd filing, November 27, 1933.

No change in terms of payment, terms of delivery from previous filing.

40th Filing

Received April 19, 1935.....Effective April 29, 1935.

Dealers sold on open account
Retail chain stores
Revised prices.

Note: We sell chain stores on basis of net prices to jobbers as 39th filing, April 20, 1935.

COMPANY #8

40th Filing

Packing private brand.

This revision cancels all previous filings on retail chain stores.

41st Filing

Received May 1, 1935.....Effective April 30, 1935.

Radio set manufacturers purchasing less than 1 million tubes per year.
Revised net price.
Coincidental revision to supersede price on this type previously filed.
36th filing, April 1, 1935.
This type 1B-5, line 25S supplants old #25S.

42nd Filing

Received May 22, 1935.....Effective June 1, 1935.

Jobbers and dealers sold either on open account or on consignment.
One type, Group C, at list price.
(Original filing of new type not previously listed or filed under this classification).
This filing is supplementary to 22nd filing, August 1, 1934.
Note: This filing is the same type as 41st filing, 4/30/35.

43rd Filing

Received May 24, 1935.....Effective June 3, 1935.

Consignment plan in effect to dealers.
Original filing of new type previously listed under this classification as type 25S, tubes for Majestic receivers.
Type 1B-5, line 25S, Group C at list price.
This is the same type as filing 41 and 42.
Net prices to jobbers sold on open account.
One type, Group C, at net prices.
This cancels 42nd Filing, June 1, 1935.

44th Filing

Received May 29, 1935.....Effective June 8, 1935.

Set mfrs. purchasing less than 1 million tubes per year.
Original filing of new type not previously filed, at net prices.

No change in terms and policies.

COMPANY #9

1st Filing

Received November 15, 1933.....Effective November 15, 1933.

Set manufacturers
Net prices

Terms
2% 10 days, net 30.

Delivery
FOB Destination.

Sheet #2
Consumer list prices.

Sheet #3

Discounts
Jobber-distributor.....40-25-7½-5
Dealer.....40-7½-5

Terms
2% 10 days, net 30.

Large dealer, quantity buyer.....40-10-7½-5

Terms
2% 10 days, 30 net.

Consignment dealer.....38-5 & 7½% for prompt report and prompt payment.
The foregoing discounts from the consumer list price of this filing.

FOB Destination.

2nd Filing

Received November 27, 1933.....Effective November 15, 1933

Discounts
Jobber-distributor
Outright purchases.....50-10-10-7½% from list price.

Terms
2% 10 days, net 30.
Delivery
FOB Destination on 50 tubes or more.

COMPANY #9

2nd Filing

Replacements
Regular replacements with option of 3% allowance in lieu of replacement, if so desired.

Discounts
Suggested to dealers.....40-7½-5
Large retailer, quantity buyer.....50-10-10-7½ from list price.

Terms
2% 10 days, net 30.

Delivery
FOB Destination.

Replacements
Regular replacement with option of 3% allowance in lieu of replacements, if so desired.

3rd Filing

Received February 16, 1934..... Effective February 26, 1934.

Discounts
Jobbers sold on open account.....50-10-10-10-5 from list
Dealer (Suggested resale).....50-5 " "

Terms
2% 10th prox.

Delivery
FOB Destination on 50 tubes or more.

Replacements
Same as 2nd Filing.

Discounts
Larger dealer, quantity buyer,
Outright purchases.....50-10-10-10-5 " "
Dealer (Suggested resale).....50-5

Terms
2% 15th prox.

Delivery
FOB Destination on 50 tubes or more.

Replacements
Same as 2nd Filing.

Jobbers sold on consignment.....40-25-7½-5 " "
Dealer (Suggested resale).....40-7½-5 " "

COMPANY #9

3rd Filing

Terms
2% for prompt report and payment.
Delivery
FOB Destination on 50 tubes or more.

Replacements
Regular

Dealers sold on consignment

Discounts

Class A.....40-10%
Class B,where average turnover is $200 net yearly.....50% (S)
Class C,where average turnover is $300 net yearly.....50-5-5

Terms
2% for prompt payment
Delivery
FOB Destination.

Replacements
Regular, as 2nd filing.

Sheet #2

Set mfrs.
Net price list subject to 5% discount.

Terms
2% 10th prox.
Shipping terms prepaid.

Excise tax
5% to be added to net amount of invoice unless certificate of exemption is furnished in proper form.

4th Filing

Received March 1, 1934..... Effective March 1, 1934.

Dealers sold on open account
Retail chain stores
Mail order houses, syndicate buyers, catalog houses (D14)
Price list at net prices.

Terms
2% 15th prox. net 30.
Delivery
FOB Destination.

COMPANY #9

4th Filing

Replacements
Regular.

5th Filing

Received April 27, 1934..... Effective May 7, 1934.

Retail chain stores, mail order houses, syndicate buyers, catalog houses -
To meet filing as below, Sheet #2.

Terms
2% 15, net 30.
Delivery
FOB Destination.

Replacements
Regular

Sheet #2

Set mfrs. for initial equipment -
Price list at net prices.

Quantity discount
Up to 50,000 tubes per year 5%
50,000 to 150,000 tubes per year.....10.
150,000 to 300,000 " " ".....15.
Over 300,000 " " ".....20.

Excise Tax
5% to be added unless certificate of exemption is supplied.

Terms
2% 10 days, net 30.
Shipments prepaid on 50 tubes or more.

This filing to meet filing to Triad Mfg. Co., March 10, 1934, and Goldseal, April 7, 1934.

6th Filing

Received June 15, 1934.....Effective June 15, 1934.

Set Mfrs., for initial equipment,
Net price list.

COMPANY #9

6th Filing

Quantity discount
Up to 50,000 tubes per year..... .....5%.
50,000 to 150,000 tubes per year.....10.
150,000 to 300,000 " " " .....15.
Over 300,000 " " ".....20.

Excise tax
5% to be added unless certificate of exemption is supplied.

Terms
2%, 10 days, net 30.
Shipments prepaid on 50 tubes or more.

7th Filing

Received July 15, 1934..... Effective July 28, 1934.

Radio set mfrs.
Revision of prices and terms.
A general price list at net prices.

Discount
10%.

Terms
2% 10 days, net 30.
Delivery
FOB Destination.

This list shows 24 price reductions; 7 price increases; 3 new types added; and 2 types dropped as compared with list 6th filing, June 15, 1934.

8th Filing

Received August 1, 1934..... Effective August 1, 1934.

Jobbers and dealers sold either on open account or on consignment, at list prices.

Comparison of this filing with list 1st filing, Nov. 15, 1933, shows 41 reductions, 8 same price; 22 types indicate price revision not appearing on list of 1st filing.
2 types added to the line.
3 types number evidently changed.

COMPANY #9

9th Filing

Received August 10, 1934..... Effective August 10, 1934.

Coincidental revision.
Price list at list prices to meet filing by Philco, July 30, 1934.

Discounts
Dealers sold on open account.....50-10-5.
Jobbers sold on open account.... .....50-10-10.

Terms for both
2% 10th prox. with the following additional allowances-
Advertising and commercial...10% from invoice price
Sales contests, etc..... 5% " " "
Premiums, etc..... 5% " " "

10th Filing

Received September 20, 1934..... Effective October 1, 1934.

Set mfrs.
Revised prices on 3 types at net prices.

Discounts
10%.

Terms
2% 10 days, net 30.
Delivery
FOB Destination.

11th Filing

Received October 10, 1934..... Effective October 20, 1934.

Set mfrs.
Revised price schedule at net prices.

Discounts
10%

Excise tax
5% added unless certificate of exemption is supplied.

Terms
2% 10th and 25th, net 30 days.
Delivery
FOB Destination.

COMPANY #9

12th Filing

Received March 7, 1935..... Effective March 12, 1935.

Set mfrs.
Coincidental revision, 6 types at net prices. These prices to meet filing of Raytheon, March 12, 1935.

13th Filing

Received March 21, 1935..... Effective March 30, 1935.

Set mfrs.
Coincidental revision.
Price schedule at net prices, less 8% discount.

Terms
2% 10 days, net 30.

Excise tax
5% added unless certificate of exemption is furnished.

Delivery
FOB Destination.

14th Filing

Received April 15, 1935..... Effective April 25, 1935.

Set mfrs. using less than 1 million tubes per year.
Coincidental revision.
Price schedule, net prices.

Discount
8%

Excise tax
5% added unless certificate of exemption is supplied.

Replacements
Regular 3% in lieu of replacements. This is optional.

Terms
2% 10 days, net 30.
Shipments prepaid.

COMPANY # 11

1st Filing

Received November 16, 1933.....Effective November 15, 1933.

Set mfrs. purchasing less than 1 million tubes per year.
Schedule at net prices.

Excise tax
5% to be added unless certificate of exemption is supplied.

Terms
2% 10th prox.
Delivery
FOB Plant on less than 50 tubes; allowed on 50 or more.

Discounts
Distributor and Dealer (Outright purchases)..40-25-5 off list.
Dealer (Suggested resale).....40-5 " "

Terms
2% 15th prox., net 30th prox.
Delivery
FOB Plant on less than 50 tubes; allowed on 50 or more.

Discounts
Distributors and dealers (Consignment purchases)
Distributors.....38-25 off list
Dealers.....38 " "

Terms
5% for prompt report and prompt payment.
Delivery
FOB Plant on less than 50 tubes; allowed on 50 tubes or more.

2nd Filing

Received November 18, 1933.....Effective December 1, 1933.

Discounts
Dealers (Large retailers) (Outright purchases)..50-10-5 from list price

Replacements
At option of dealer on additional discount of 5% is available in lieu of replacements.

Terms
2% 15th prox. net 30th prox.
Delivery
FOB Plant on less than 50 tubes; allowed on 50 tubes or more.

COMPANY #11

2nd Filing

Discounts
Jobbers - Outright purchases.....50-10-10 from list prices.
Dealers (Suggested resale).....40-5 " " "

Replacements
At option of jobber an additional discount of 5% is available (R)
in lieu of replacements.

Terms
2% 15th prox., net 30th prox. (D29)
Delivery
FOB Plant on less than 50 tubes; allowed on 50 tubes or more (F4).

Jobbers sold on consignment

Discounts
38-25 from list price.

Dealers (Suggested resale)

Discounts
38 from list.

Replacements
At option of jobber an additional discount of 5% in lieu of
replacements.

Terms
5% for prompt report and prompt payment.
Delivery
FOB Plant on less than 50 tubes; allowed on 50 tubes or more.

3rd Filing

Received January 9, 1934..... Effective January 19, 1934.

Discounts
Dealer (Large or exceptional retailers)
Outright purchases.....50-10-5 from list prices.

Replacements
At manufacturer's option 5% is allowed in lieu of replacements.

Terms
2% 15th prox., net 30th prox.
Delivery
FOB Plant on less than 50 tubes; allowed on 50 tubes or more.

COMPANY #11

3rd Filing

Jobbers sold on consignment

Other than Metropolitan area - N. Y. and Pacific Coast

Discounts
38-25 from list prices.

Replacements
5% allowed in lieu of replacements at manufacturers option.

Terms
5% for prompt report and prompt payment. (A)
Delivery
FOB Plant on less than 50 tubes; allowed on 50 tubes or more.

Jobbers - Outright purchases in Metropolitan N. Y. area

Discounts
50-10-10-10 from list prices.

Replacements
5% allowed in lieu of replacements at manufacturers option.

Terms
2% 15th prox., net 30th prox. (D29)
Delivery
Regular.

Jobbers - Outright purchases in all territories except N. Y. area
Outright purchases or consignment in Pacific Coast territory.

Jobber discount
50-10-10 from list price.
Additional discount for volume purchases.
1% discount for $100 purchase list value in any month.
2% " " $200 " " " " " "
3% " " $300 " " " " " "
4% " " $400 " " " " " "
5% " " $500 " " " " " "

Replacements
At manufacturers option 5% discount is allowed in lieu of replacements.

Terms
2% 15th prox., net 30th prox.
Delivery
Regular.

COMPANY #11

4th Filing

Received February 19, 1934..... Effective February 22, 1934.

Dealers whose requirements are in excess of 1 million tubes per year, where the established practice has been to sell at net prices.
A complete schedule at net prices, subject to 7% discount in lieu of replacements.

Excise tax
5% to be added unless certificate of exemption is supplied.

Terms
3% 30 days.
Delivery
FOB Destination.

Sales promotion
5% is allowed.

Sheet #2

Dealers whose requirements are between 100,000 and 1 million tubes per year, where the established practice has been to sell at net prices
Schedule of types at net prices.

Replacements
At manufacturers option 5% is allowed in lieu of replacements.

Excise tax
5% to be added to invoices.
Terms
2% 10th prox.
Delivery
FOB Destination.

Dealers whose requirements are less than 100,000 tubes per year.
Schedule of tax at net prices.

Replacements
At manufacturers option 5% discount is allowed in lieu of replacements.

Excise tax
To be added to invoice.

Terms
2% 10th prox.
Delivery
FOB Destination.

COMPANY #11

4th Filing

Dealers whose requirements are supplied at a discount from list in accordance with established practice.

Large or exceptional retailers - open account
50-10-5 from list price attached.

All other dealers discounts
Maximum....50-10.
Minimum....40 from list price attached.
These discounts are determined by volume purchases.

Terms
2% 15th prox., net 30th prox.
Delivery
FOB Destination on all shipments of 50 tubes or more.

Dealers sold on consignment
None.

A general price list at net prices.

Set manufacturers whose requirements are less than 1 million tubes per year.
Open account for original installation.
Schedule of types at net prices.

Excise tax
5% to be added to invoice unless approved certificate of exemption is supplied.

Terms
2% 10th prox.
Delivery
FOB Destination.

Set mfrs. using in excess of 1 million tubes per year
Open account or consignment for original installation only.
Schedule of types at net prices.

Excise tax
Usual

Terms
2% 10th prox.
Delivery
FOB Destination.

COMPANY #11

4th Filing

Set manufacturers whose requirements are in excess of 1 million tubes per year.

Open account for resale.
Schedule of tax at net prices.

Excise tax
Usual.

Terms
2% 10th prox.
Delivery
FOB Destination.

5 types at list price subject to a discount of 50-10-10-5.
Excise tax included in price.

Terms
2% 10th prox.
Delivery
FOB Destination.

Jobbers sold on open account
In all territories except N. Y. area
Open account or consignment in Pacific Coast territory.

Discounts
50-10-10 from list prices attached.
Additional discount for volume purchases

1%....	$100	list	value	in	any month
2%....	$200	"	"	"	"
3%....	$300	"	"	"	"
4%....	$400	"	"	"	"
5%....	$500	"	"	"	"

Replacements
At manufacturers option a 5% discount is allowable in lieu of replacements.

Terms
2% 15th prox., net 30th prox.
Delivery
FOB Destination on 50 tubes or more.

Note: Prices covered by contracts in effect prior to the adoption of the Electrical code are not included.

Jobbers sold on open account in N. Y. area.

Discounts
50-10-10 from list price.

COMPANY #11

4th Filing

Replacements
At manufacturers option 5 - discount is allowed in lieu of replacements.

Terms
2% 15th prox., net 30th prox.
Delivery
FOB Destination on all shipments of 50 tubes or more.

Jobbers - consignment
Other than N. Y. area and Pacific Coast territory.

Discounts
38-25 from list prices attached.

Replacements
At manufacturers option 5% discount is allowed in lieu of replacements.

Terms
5% for prompt report and prompt payment.
Delivery
FOB Destination on all shipments of 50 tubes or more.

A general schedule of types at list prices.
This list is the same as list filed in the early part of this 4th filing.

5th Filing

Received April 9, 1934..... Effective April 19, 1934.

Jobbers and dealers sold on consignment.

Discounts
Basic.....50-10.
Prompt payment.....5%
Turnover.....5%

Replacements
At manufacturers option a 5% discount is allowed in lieu of replacements.

Terms
15th day of following month.
Delivery
FOB Destination.

Jobbers - Consignment
In all territories except Pacific Coast.

COMPANY #11

5th Filing

Discounts
50-10-10 from list price with an additional 2% discount for prompt report and prompt payment.

Replacements
Regular.

Delivery
FOB Destination.

Dealers sold on consignment

Discounts

	Basic Discount	Prompt Payment
Maximum	50-5%	5%
Minimum	40	5% from list prices.

Variation in dealers discount between maximum and minimum to be determined by volume purchased.

Payment terms
5th day of the following month.
Delivery
FOB Destination.

Dealers whose requirements are supplied at a discount from list in accordance with established practice.

Open account - Large or exceptional retailers.

Discounts
50-10-5 from list prices.
Additional discount for volume purchases:
1% - $100 list value in any month.
2 - 200 " " " " "
3 - 300 " " " " "
4 - 400 " " " " "
5 - 500 " " " " "

All other dealers

Discounts
Maximum.....50-10 from list prices
Minimum.....40% " " "

Maximum and minimum determined by volume purchases.

Payment terms
2% 15th prox., net 30th prox.
Delivery
FOB Destination.

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COMPANY #11

6th Filing

Received April 14, 1934.....Effective April 24, 1934.

Jobbers and dealers sold either on open account or on consignment.
Listing 18 types at list prices.

7th Filing

Received April 30, 1934..... Effective May 10, 1934.

Set mfrs. regardless of volume
Revised net price, one type.

Dealers purchasing more than 100,000 tubes per year
One type at net price.

Dealers purchasing less than 100,000 tubes per year.
One type at net price.

Jobbers and/or dealers sold either on open account or consignment
One type, list price.

8th Filing

Received May 12, 1934..... Effective May 22, 1934.

Set mfrs., regardless of volume.

Open account or consignment
One new type, net price, new filing

Excise tax
Usual.

Terms
2% 10th prox.
Delivery
FOB Destination.

9th Filing

Received May 18, 1934..... Effective May 28, 1934.

Jobbers

Revised method of applying volume rebate
1% discount $100 purchase list value, any month
2% " 200 " " " " "
3% " 300 " " " " "
4% " 400 " " " " "
5% " 500 " " " " "

COMPANY #11

8th Filing

A volume rebate earned in any calendar month will apply to purchases for the following month unless purchases for that month entitle jobber to a greater volume rebate. Larger credit will then apply.

Large or exceptional retailers
Revised method of applying volume rebate -
The same as applies to jobbers.

10th Filing

Received June 15, 1934.....Effective June 15, 1934.

Set mfrs. using less than 1 million tubes per year.
Open account for original installation.
Schedule of types at net prices, indicating 41 price reductions.

Excise tax
Usual.

Terms
2% 10th prox.
Delivery
FOB Destination.

Note: This revision cancels all previous filings on prices to set mfrs. purchasing less than 1 million tubes per year.

11th Filing

Received July 27, 1934.....Effective August 1, 1934.

Schedule of types, divided into Class 1, 2 and 3.
In Class 1, 9 types listed indicating 3 reductions in price
" " 2, 34 " " " 33 " " "
" " 3, 28 " " " 23 " " "

12th Filing

Received July 23, 1934.....Effective August 2, 1934.

New filing

Replacement Policy:
All tubes are guaranteed against mechanical and electrical defects due either to workmanship or materials and all tubes not meeting these requirements will be repaired in kind or credited, provided they are returned to the factory within the guarantee period.
For the purpose of guarantee, tubes are divided into 3 classes in accordance with the attached price quota.

COMPANY #11

12th Filing

Tubes in Class 1 are guaranteed for a period of 6 months; in Class 2 2 for a period of 9 months, and in Class 3 for a period of 1 year, the guarantee beginning with the date shipped from the factory, which is determined by code marking placed on the base of each tube at time of shipment.

This replacement policy applies to all classes of accounts with the exception of a limited number of jobbers and dealers to whom we grant a percentage allowance in lieu of replacements.

Schedules of types at list prices superseding price list, 4th filing, February 22, 1934.
This price list was to be effective January 1, 1934 but did not become effective until February 22, 1934.

13th Filing

Received July 23, 1934.....Effective August 2, 1934.

Jobbers sold on open account

Change in terms of payment in a few instances for a limited period only.
Jobbers of strong credit are allowed special terms of 2%, 90 days. These terms apply only to certain specific stock orders for immediate shipment and billing, and for a limited time.

14th Filing

Received July 23, 1934.....Effective August 2, 1934.

Jobbers and dealers sold on open account or consignment
New filing, one type, Class 3 at list price.
One type not classified at list price.

15th Filing

Received August 24, 1934.....Effective September 3, 1934.

Jobbers and dealers sold on open account or consignment
New filing, 4 types, list prices, no classification.

16th Filing

Received September 10, 1934..... Effective September 20, 1934.

Set mfrs. purchasing less than 1 million tubes per year.
New filing, 2 types at net prices,
These 2 types to be added to prices of 10th filing, June 15, 1934.

Excise tax, terms, delivery, etc.
Same as 10th filing.

17th Filing

Received October 5, 1934.....Effective October 15, 1934.

Set mfrs. using less than 1 million tubes per year.

Coincidental revision, meeting RCA filing, October 10, 1934.

Open account for original installation.

Schedule of types with net prices, indicating 19 price reductions.

Excise tax
To be added to invoice unless approved certificate of exemption is supplied.

Terms
2% 10th prox., net 30th prox.
Delivery
FOB Destination.

Replacement Policy
Usual.

Note: This revision cancels all previous filings on prices to set mfrs. purchasing less than 1 million tubes per year.

Page 2

Set Mfrs. using less than 1 million tubes per year.

Coincidental revision to meet RCA filing Oct. 10.1934.

Open account for original installation.

Schedule of types at net prices, indicating 19 price reductions.

Excise tax
Usual.

Replacement Policy
Usual.

Terms
2% 10 days prox., net 30th prox.
Delivery
FOB Destination.

Note: This revision cencels all previous filings on prices to radio set mfrs. using less than 1 million tubes per year.

Page #3

COMPANY #11

17th Filing

Please refer to the previous coincidental revision.
This is initiating revision, rather than a coincidental revision, as the prices referred to as having been reduced, are lower than those of RCA filing of October 10, 1934.

18th Filing

Received October 5, 1934.....Effective October 15, 1934.

Large or exceptional retailers, sold on open account (Chain store accounts) initiating revision.

This filing supplements 5th filing, April 19, 1934, for a large or exceptional retailers.

Discounts
50-10-10-5 from list prices 12th filing, August 2, 1934.

Terms of payment, delivery etc.
No change.

Replacements
No change

19th Filing

Received October 11, 1934.....Effective October 22, 1934.

Jobbers and dealers, sold on open account or consignment,
New filing, one type at list price.

20th Filing

Received October 24, 1934.....Effective November 1, 1934.

Jobbers and dealers sold on open account or consignment.
New filing, one type, list price, meeting RCA filing, November 1, 1934.

No change in discounts, terms, delivery, etc.

21st Filing

Received November 17, 1934.....Effective November 27, 1934.

Jobbers sold on open account.

Coincidental revision, meeting price filing of Philco, July 30, 1934.

Discounts
50-10-10 from list price, this filing.

COMPANY #11

21st Filing

Sales promotion
An additional 5% is allowed for this purpose.
Also additional discount for volume purchase as follows:
1% discount for $100 purchase list value in any month.
2% " " 200 " " " " " "
3% " " 300 " " " " " "
4% " " 400 " " " " " "
5% " " 500 or more " " " " "

Replacements
At mfrs. option a 5% discount is allowed in lieu of replacements.

Terms
2% 15th prox., net 30th prox.
Delivery
FOB Destination on all shipments of 50 tubes or more.

Note: The 5% for sales promotion is allowed only in exceptional instances.

Sheet #2

Schedule of types at list prices in three classifications, 1, 2 and 3.

This list supersedes prices of May 1, 1934, 12th filing, effective August 2, 1934.

22nd Filing

Received February 25, 1935.....Effective March 7, 1935.

Set mfrs. using less than 1 million tubes per year.

Open account for original installation, indicating one price reduction, and 3 new types not previously filed.

Excise tax
Usual

Replacement policy
Usual

Terms
2% 10th prox., net 30th prox.
Delivery
FOB Destination.

This revision cancels all previous filings on prices to set mfrs. using less than 1 million tubes per year.

COMPANY #11

23rd Filing

Received February 25, 1935.....Effective March 7, 1935.

Jobbers and dealers sold on open account or consignment

New filing, 3 types, Class 3, at list prices and 8 additional Majestic types at list prices.

No change in discounts, terms of payment, delivery, etc.

24th Filing

Received March 4, 1935.....Effective March 12, 1935.

Set mfrs. using less than 1 million tubes per year.

Coincidental revision to meet RCA filing, effective March 9, 1935.
However, these prices are lower than RCA prices.
Also meeting Raytheon filing, March 12, 1935.
In the Raytheon filing and this filing the net prices are the same.

Open account for original installation on 6 types.
No change in terms, conditions, etc.

25th Filing

Received March 8, 1935.....Effective March 18, 1935.

Jobbers and dealers sold on open account on consignment.

New filing, one type, list price.

26th Filing

Received March 8, 1935.....Effective March 18, 1935.

Set mfrs. using less than 1 million tubes per year.

Open account for original installation.

One type, same as 25th filing, net price.

27th Filing

Received March 21, 1935.....Effective March 21, 1935.

Jobbers and dealers sold on open account or consignment.

COMPANY #11

27th Filing

Schedule of types at list prices for Classes 1, 2 and 3 to meet filing of RCA, March 21, 1935.

Class A, 9 types, 3 of which show price reductions.
" 2,35 " 29 " " " " "
" 3,31 " 23 " " " " "
In Class 2, 2 types, new filing.
" " 3, 1 type advanced in price.

This list also shows 26 types known as Majestic types and 3 types known as Sparton types.

No change in discounts, terms of payment, delivery, etc.

Note: This cancels all previous filings of list prices for jobbers and dealers.

28th Filing

Received March 18, 1935.....Effective March 23, 1935.

Set mfrs. using less than 1 million tubes per year.

Open account for original installation, to meet filing of Hygrade, March 23, 1935.

52 types, price reductions, making the price exactly the same as the Hygrade list of March 23.

This list further indicates 30 new types, new filing.

Excise tax
To be added to invoice unless certificate of exemption is on file.

Replacement policy
Same as 12th filing, August 2, 1934.

Terms
2% 10 days, net 30.

To accounts whose credit standing is sufficiently strong the following terms are extended:
(1) Invoice, 1st to 15th, subject to 2% if paid on the 25th.
Invoice, 16th " 31st, " " 2% if paid on the 10th prox., or
(2) 2% 10th prox., net 30th prox.

The following terms are extended to one account:
2% 15th of 2nd month following date of delivery.

This revision cancels all previous filings on prices to radio set mfrs. using less than 1 million tubes per year.

COMPANY #11

28th Filing

Delivery
FOB Destination.

29th Filing

Received March 28, 1935.....Effective April 1, 1935.

Jobbers and dealers sold on open account or consignment.

Coincidental revision to meet RCA filing, March 21, 1935.

Schedule of types at list prices, Classes 1, 2 and 3.

In Class 1, 9 types listed, 6 indicating reductions in price which make the prices lower than RCA filing.
Class B, 35 types, indicating 5 reductions in price, all lower than RCA list
Class 3, 32 types listed, indicating 2 price reductions, lower than RCA list
In addition there are 3 types listed as Sparton and 26 types listed as Majestic.

This cancels all previous filings of list prices for jobbers and dealers.

30th Filing

Received March 28, 1935.....Effective April 1, 1935.

Set mfrs. using less than 1 million tubes per year.

Coincidental revision to meet RCA filing, March 21, 1935.

Schedule of types indicating 21 prices lower than RCA filing.

Excise tax, terms, delivery, replacements, etc.
Same as 28th filing, March 23, 1935.

Note: This revision cancels all previous filings on prices to set mfrs. using less than 1 million tubes per year.

31st Filing

Received April 29, 1935.....Effective April 30, 1935.

Set mfrs. using less than 1 million tubes per year.

Open account for original installation to meet RCA filing, same type, April 30, 1935.

1 type, net price.

COMPANY #11

31st Filing

This revises 28th filing of March 23 with respect to this type which was listed as 35S.

No change in other types.

32nd Filing

Received April 29, 1935.....Effective April 30, 1935.

Jobbers and dealers sold on open account or consignment.

Coincidental revision to meet filing of RCA, April 30, 1935.

One type, Class 3, reduced list price same type as 31st filing.

No change in discounts, terms of payment, replacements, etc.

COMPANY #12

1st Filing

Received November 13, 1933.....Effective November 15, 1933.

General price list.

Discounts
Dealers sold on consignment and open account.
Where we sell small chain stores, large volume dealers, etc., direct, they are considered as jobbers and jobbers' discounts apply.

Jobbers sold on consignment
(1) Jobbers who resell to dealers on open account
Where list price is under $2.00.....40-25-10 from list
" " " " $2.00 and over.....40-25-5
(2) Jobbers who reconsign stocks to dealers,
Where list price is under $2.00.....38-25-10.
" " " " $2.00 and over.....38-25-5.
Jobbers sold on open account
Where list price is under $2.00.....40-25-10.
" " " " $2.00 and over.....40-25-5.

These prices include Federal Excise Tax and delivery costs.

Terms
2% 10 days, net 30.

2nd Filing

Received December 1, 1933.....Effective December 8, 1933.

Price list at list prices.

Dealers sold on consignment and open account.
Where we sell small chain stores, large volume dealers, etc., direct, they are considered as jobbers and jobbers' discounts apply.

Jobbers sold on consignment
(1) Jobbers who resell to dealers on open account
Where list price is under $2.00.....40-25-10.
" " " " $2.00 and over.....40-25-5.
(2) Jobbers who reconsign stocks to dealers,
Where list price is under $2.00.....38-25-10.
" " " " $2.00 and over.....38-25-5.

Jobbers sold on open account
Where list price is under $2.00.....40-25-10.
" " " " $2.00 and over.....40-25-5.

Prices include Federal Excise Tax and delivery costs.

Terms
2% 10 days, net 30.

COMPANY #12

3rd Filing

Received January 4, 1934.....Effective January 14, 1934.

Revised discounts.

Jobbers sold on open account.....40-25-10.
Dealers (Suggested resale).....40-10.

Terms
2% 10th prox.

Delivery
FOB Warehouse points, Newark, Chicago, Atlanta, Dallas, San Francisco, Los Angeles.

Jobbers sold on consignment.....40-25-10.
Dealers (Suggested resale).....40-10.

Terms
2% on report of sales inventory.
Delivery
Prepaid.

Jobbers sold on consignment, who reconsign stock to dealers.
Jobbers discount.....38-25-10.
Dealers discount.....38-10.

Terms
2% on report of sales inventory.
Delivery
Prepaid.

All prices include Federal Excise Tax.

4th Filing

Received February 2, 1934.....Effective February 12, 1934.

List prices on 4 types.

Jobbers sold on open account.....40-25-10.
Dealers (Suggested resale).....40-10.

Terms
2% 10th prox.
Delivery
FOB Plants.

COMPANY #12

4th Filing

Jobbers sold on consignment.....40-35-10.
Dealers (Suggested resale).....40-10.

Terms
2% on report of sales inventory.
Delivery
Prepaid.

Jobbers sold on consignment who reconsign stock to dealers.
Jobbers discount.....38-25-10.
Dealers.....38-10.

Terms
2% on report of sales inventory.
Delivery
Prepaid.

All prices include Federal Excise Tax.

Set mfrs. for initial equipment.
4 types at net prices.

Terms
2% 10 days, net 30.
Delivery
FOB Plants.

5th Filing

Received February 23, 1934.....Effective February 22, 1934.

Headed Mail order houses RT 1. Sheet 1.

Schedule of types at net prices.

Terms
2% 10 days, net 30.
Delivery
FOB Newark, N. J..

Excise Tax
5% to be added.

Guarantee
All tubes guaranteed against electrical and mechanical defects.

COMPANY #12

5th Filing

RT 1, Sheet #2

Heading - Department Stores

Schedule of types at net prices.

Terms
2% 10 days, net 30.
Delivery
FOB New York.

Excise Tax
To be added.

RT 1, Sheet #3

Heading - Chain Stores, special brand

Schedule of types at net prices.

Terms
2% 10 days, net 30.
Delivery
FOB Newark, N. J.
Excise tax included in price.

RT 1, Sheet #4

Heading - Chain Stores, National Union Brand

Schedule of types at net prices.

Terms
2% 10 days, net 30.
Delivery
FOB Newark, N. J.
Excise tax to be added.

RT 2, Sheet #1

Set mfrs., Class A, using quantities of 2 million tubes or more per year, listing 15 types at net prices.

Terms
Net--no cash discount.
Payment 10th and 25th of month.
Delivery
FOB Newark, N. J.
Excise Tax to be added.

COMPANY #12

5th Filing

RT 3, Sheet #2

Set mfrs., Class B, using over 1 million tubes per year

Schedule of types at net prices.

Terms of sale
Payment is made to us when set mfrs. customer makes payment to him for sets - No cash discount.

Delivery
FOB Plant.
Excise Tax to be added.

RT 4, Sheet #1

Dealers sold on open account - None.

RT 4, Sheet #2

Super dealers (Large volume accounts, limited in number on consignment)

Discounts
50-25-10.
Our basic jobber and dealer discounts apply to NU list prices which are uniformly 10¢ higher per tube than our generally recognized standard schedule.
Terms
2% on report of inventory.
Delivery
Prepaid.

Excise tax included in price.

Cartons furnished and included in price.

All tubes guaranteed against electrical and mechanical defects.

RT 4, Sheet #3

Jobbers sold on open account.....40-25-10.
Dealers (Suggested resale).....40-10.

Our sales program to the dealer sold through the jobber incorporates furnishing strong equipment on the following general basis in consideration of tubes purchased.

COMPANY #12

5th Filing

We require a deposit in advance, paid in part by the dealer and in part by the jobber, to cover our initial cost of the equipment, and a filed contract to purchase a specific number of tubes within a stated period of time. Upon satisfactory observance of the conditions agreed upon, the dealer and jobber receive a merchandise credit, usable in subsequent purchases of tubes to balance their original deposit account.

Our average selling cost to cover these sales programs is approximately 3½¢ per tube sold.

Terms
2% 10 days, net 30.
Delivery
FOB Plants.

Excise Tax included in price.

RT 4, Sheet #5

Jobbers sold on consignment who reconsign stocks to dealers
Discount.....33-25-10.
Dealer (Suggested resale)...33-10.

Conditions are the same as the preceding Sheet #4.

Terms
2% on report of inventory.

RT 4, Sheet #6

A schedule of types at list prices.

5th Filing

Received March 7, 1934.....Effective March 7, 1934.

Set mfrs. using 2 million tubes or more per year.

Notice of withdrawal of prices, 15 types at net price.

Terms
Net - No cash discount.
Payment 10th and 25th of the month.
Delivery
FOB Plant.

Excise Tax to be added.

Note: Having completed the orders to which the above prices apply, said prices are herewith withdrawn.

COMPANY #12

7th Filing

Received March 5, 1934.....Effective March 15, 1934.

Special bonus plan confined to the State of California for jobber and dealer.

Discount bonus

A sliding scale of two bonuses is offered, varying from a minimum of 300 tubes purchased annually to a maximum of 3,600 tubes purchased annually. On a minimum contract of 300 tubes, the dealer is enabled to earn a bonus of 9 tubes; and on a maximum of 3,600 tubes, he earns 234 tubes-based upon days average retail value of $1.00 per tube.

The extra discount offered to the dealer is assumed by the distributor and is not shared by us except as outlined in the following plan covering our distributor arrangement.

Distributor bonus

The jobber is offered a percentage bonus of extra discount, which varies from a minimum of 1% to a maximum of 5%. To earn the minimum, the jobbers yearly sales must total at least 6,000 tubes; to earn the maximum 5% bonus, sales of 25,000 tubes annually are required.

This plan is offered distributors in lieu of the previously filed premium equipment sales program. It should be understood that the dealer is not privileged to have both a premium equipment contract and a time contract and bonus contract. It is also restricted to outright sales and is not applicable to dealers buying on consignment.

8th Filing

Received March 13, 1934.....Effective March 23, 1934.

Jobbers and dealers

Revised list prices, 2 types.

This also applies to set mfrs. using less than 1 million tubes per year.

9th Filing

Received March 28, 1934.....Effective April 8, 1934.

Announcement is made of our intention to apply generally the special jobber and dealer bonus plan as announced for the State of California in our bulletin of March 2, 7th filing.

COMPANY #12

10th Filing

Received June 28, 1934.....Effective June 28, 1934.

Set mfrs. purchasing from 1 million to 3 million tubes per year.

Revised schedule of types at net prices.

Terms of payment
Shipments from the 1st to the 15th payable on the 25th of the same month - less 2%.
Shipments from the 15th to the end of the month, payable the 10th of the following month - less 2%.
Delivery
FOB Destination.

Federal Excise Tax to be added unless certificate of exemption is furnished.

Packing seal or Midgie

All tubes guaranteed against electrical or mechanical defects.

Note: This revision cancels all previous filings on prices for set mfrs. purchasing from 1 to 3 million tubes per year.

11th Filing

Received July 13, 1934.....Effective July 23, 1934.

Set mfrs. purchasing less than 1 million tubes per year.

Revised price schedule of net prices.

Terms of payment, delivery, guarantee, etc.
Same as 10th filing.

12th Filing

Received July 26, 1934.....Effective August 1, 1934.

Jobbers and dealers sold on open account and/or consignment.

Revised schedule of types at list prices to meet RCA filing of Aug. 1, 1934.

This list is correspondingly 10¢ a tube higher than the list of RCA.

13th Filing

Received September 5, 1934.....Effective September 15, 1934.

Special price on old style type 80 tubes.

COMPANY #12

13th Filing

On a quantity of approximately 25,000 old style type 80 tubes which we have in stock, we are allowing an extra discount of 10% in order to close them out promptly.

This revises the previous discount allowed distributors of 40-25-10 to a new discount of 40-25-10-10.
Discount to dealers will be 40-10-10, instead of the old discount of 40-10.

List price of 80¢ remains the same.

This special discount is limited to the tubes now in stock, as no more of this type will be produced.

On all the new type 80 tubes being produced at the present time, the previous filed price of 80¢ with a distributors discount of 40-25-10 and a dealers discount of 40-10 prevails.

14th Filing

Received October 4, 1934.....Effective October 10, 1934.

Set mfrs. purchasing not more than 3 million tubes per year meeting RCA filing, October 10, 1934.

No change in terms, delivery, etc.

15th Filing

Received October 17, 1934.....Effective October 27, 1934.

Jobbers and dealers.

One type at list price.

New type not previously listed.

16th Filing

Received November 20, 1934.....Effective November 30, 1934.

Set mfrs. purchasing not more than 3 million tubes per year.

Revised net price, one type, to meet Hygrade filing #26, October 13, 1934.

Terms, etc.
same as 14th filing, October 10, 1934.

COMPANY #12

17th Filing

Received December 27, 1934.....Effective January 7, 1935.

Jobbers and dealers sold on open account or consignment.

List price reduced on one type.

Correction of price list, 12th filing, effective August 1, 1934.

18th Filing

Received February 20, 1935.....Effective March 2, 1935.

Jobbers and dealers sold on open account or consignment.

One type, new list price.

19th Filing

Received February 20, 1935.....Effective March 2, 1935.

Set mfrs. purchasing not more than 3 million tubes per year.

One type, net price.

20th Filing

Received March 4, 1935.....Effective March 12, 1935.

Set mfrs. purchasing not more than 3 million tubes per year.

Schedule of types at net prices to meet filing of RCA, March 21, 1935. Raytheon, March 23, 1935, and Hygrade, March 23, 1935.

Terms of payment, delivery, guarantee, etc.
Same as 14th filing, October 10, 1934.

21st Filing

Received March 16, 1935.....Effective March 23, 1935.

Set mfrs. purchasing not more than 3 million tubes per year.

Coincidental revision meeting Hygrade filing, March 23, 1935.

Schedule of types at net prices.

COMPANY #12

22nd Filing

Received March 27, 1935.....Effective April 1, 1935.

Set mfrs. purchasing not more than 3 million tubes per year.

Coincidental revision meeting RCA prices, March 21, 1935.

Listing 8 types at net prices.

23rd Filing

Received April 26, 1935.....Effective May 6, 1935.

Jobbers sold on open account and/or consignment.

Revised schedule of list prices to meet RCA filing of April 1, 1935.

COMPANY #13

1st Filing

Received November 15, 1933.....Effective November 15, 1933.

Consumers price list at list prices.

Discounts
Dealers sold on consignment.....None
Dealers sold on open account.....50-10-5 from list.

Terms
2%, payment 10th prox.

Discounts
Jobbers sold on consignment.....None
Jobbers sold on open account.....50-10-10-2

Terms
2%, payment 10th prox.

Radio set mfrs. purchasing less than 1 million tubes per year

Discount
.....50-10-10-10 from list.

Terms
Payment 10th prox.

Note: We also make 4% allowance in lieu of free replacement of defective tubes.

COMPANY #13

2nd Filing

Received December 15, 1933.....Effective January 2, 1934.

Consumers price list at list prices.

Discounts
Dealers sold on consignment.....None.
Dealers sold on open account.....50-10-5

Terms
2%, payment 10th prox.

Discounts
Jobbers sold on consignment.....None.
Jobbers sold on open account.....50-10-10.

Terms
2%, payment 10th prox.

Radio set mfrs. purchasing less than 1 million tubes per year

Discounts
.....50-10-10-10.

Terms
Payment 10th prox.

3rd Filing

Received December 21, 1933.....Effective January 2, 1934.

Listing two new types not previously filed.

Discounts
Dealers on consignment.....None.
Dealers on open account.....50-10-5.

Terms
2%, payment on 10th prox.

Discounts
Jobbers sold on consignment.....None.
Jobbers sold on open account.....50-10-10.

Terms
2%, payment 10th prox.

Radio set mfrs. purchasing less than 1 million tubes per year

Discounts
.....50-10-10.

Terms
Payment 10th prox.

COMPANY #13

4th Filing

Received February 2, 1934.....Effective February 19, 1934.

Listing one new type not previously filed at list price.

Discounts
Dealers on consignment.....None.
Dealers sold on open account.....50-10-5

Terms
2%, payment 10th prox.

Discounts
Jobbers sold on consignment.....None
Jobbers sold on open account.....50-10-10.

Terms
2%, payment 10th prox.

Radio set mfrs. purchasing less than 1 million tubes per year.

Discounts
.....50-10-10-10.

Terms
Payment 10th prox.

5th Filing

Received February 28, 1934.....Effective March 19, 1934.

Listing one new type not previously filed.

Discounts and terms
Same as 4th filing, February 4, 1934.

6th Filing

Received June 14, 1934.....Effective June 14, 1934.

Dealers and Jobbers sold on open account.

Advertising and Promotion Allowance
.....10% from invoice price.

Sales Contest, etc.
.....5% " " "

Premiums, etc.
.....5% " " "

COMPANY #13

7th Filing

Received July 31, 1934.....Effective August 1, 1934.

Consumers price list at list prices, indicating 57 price reductions from 2nd filing, January 2, 1934.

Terms and Discounts
Same as 4th filing, February 19.
Extra discounts
Same as 6th filing, June 14, 1934.

8th Filing

Received March 20, 1935.....Effective April 1, 1935.

A letter from the Supervisory Agency to all manufacturers of radio receiving tubes, subject; Philco Radio Corp. Price Filing, dated March 19, 1935, effective April 1, 1935, regarding the covering of extra discounts for advertising, promotion allowances, sales contests, etc. In this the reply from Philco purported to have withdrawn extra discounts for advertising, promotion allowances, premium allowances, although no indication of this has appeared in any of the filings, so we assume from this that 6th filing, effective June 14, 1934, is withdrawn as of this date.

Sheet #2

Listing 7 prices at list price and under each price listing certain types appearing in the price range of the price listing.

Dealers sold on open account

.....50-10-5.

Terms
2%, payment 10th prox.

Jobbers sold on open account
.....50-10-10.

Terms
2%, payment 10th prox.

Transportation paid on 100 tubes or more.

9th Filing

Received March 28, 1935.....Effective April 1, 1935.

Coincidental price filing.

COMPANY #13

9th Filing

The same type of filing as the 8th filing, listing certain price ranges under which appear certain given types in each price range.

This filing to meet prices filed by RCA, April 1, 1935.

Discounts and terms
Same as 8th filing, April, 1935.